Political Science 512 Rick Wilson
Spring 2021 On-Line
Wednesday 2:45 – 5:45 pm

Experimental Design and Social Behavior

This course is an introduction to Experimental Design and Social Behavior. You will be reading in a number of different fields. Keep an open mind. The course will be focused on problems of collective choice, collective action, cooperation and social preference. The course will also focus on experimental designs.

Course Requirements:

The course will be run as a seminar. A seminar means that you will be treated as a "junior colleague." *Everyone* is expected to contribute to discussion. As a consequence, completing the readings prior to each class meeting is mandatory. This will enable you to ask questions of material that is unclear (and some of it will be) and to force the members of the seminar (including the instructor) to keep on the ball.

Even worse, this course will be carried out in full pandemic mode. This means we will be meeting virtually.

To help you think carefully about the material, I am requiring that you write, *each week*, a 2-3 page memorandum covering one of the readings. You will see that there is an extensive bibliography for each week. You will pick from one of the "suggested" readings. Your memorandum should do 4 things. First, it should outline the main point to the reading. Second, it should indicate how this reading fits with the others that were assigned for this week. Third it should detail what is useful or flawed in the experiment. Fourth it should detail any extension you argue is worthwhile. Because we meet on Wednesday afternoon and I would love to see the memos *before* class, the memos are due on Tuesday at 3:00 pm. The memo should be uploaded onto Canvas. I will try to comment on your memos prior to class. In order to make this course run smoothly *everyone* must turn his or her work in on time! Stragglers will be regarded with ill humor. I believe that *all* of the readings (except for the books) are on Canvas.

You will also be required to design an experiment. The design will be reported as a research paper. I expect that you will have a question, you will have reviewed the appropriate literature, you will detail your design, you will invent data for tables and figures that you think are likely to come from your design and you will have a conclusion. The experiment will also be conducted on other members of the class, so this means that you will have all of your materials prepared so as to conduct the experiment. Your paper topic/experiment will be worked out in advance with the instructor.

Books.

The following will be useful to own for this class:

Druckman, et al. (2011). "Cambridge Handbook of Experimental Political Science." Cambridge: Cambridge University Press

Gerber and Green. (2012). "Field Experiments: Design, Analysis and Interpretation." New York: W. W. Norton and Company

Morton and Williams. (2010). "Experimental Political Science and the Study of Causality: From Nature to the Lab." Cambridge: Cambridge University Press

Mutz. (2011). "Population-Based Survey Experiments." Princeton: Princeton University Press

The following can be helpful if you decide you want to work in this arena.

Friedman and Sunder. (1994). "Experimental Methods : A Primer for Economists.". London: Cambridge University Press

Webster and Sell. (2014). "Laboratory Experiments in the Social Sciences." San Diego, CA: Academic Press

Kagel and Roth. (2016). "The Handbook of Experimental Economics, Volume 2." Princeton, NJ: Princeton University Press

Grading:

Grading is straightforward.

Paper	40%
Memorandum	40%
Class Participation	20%

Course Outline:

The following represents a reading list (in progress) for the semester. The management reserves the right to change the menu. I'll keep things updated on Canvas, so check it for up-to-date readings. The supplemental readings are for your personal edification and serve as the basis for your weekly memos. Some might be interesting and I will add things to the list.

January 27 (Week 1)
Introduction.

Feb. 3 (Week 2)
Methods 1 – General Issues of Design.

Druckman, et al. (2011). "Cambridge Handbook of Experimental Political Science." Cambridge: Cambridge University Press. Chapters 1, 6-9.
Morton and Williams. (2010). "Experimental Political Science and the Study of Causality: From Nature to the Lab." Cambridge: Cambridge University Press. Chapters 1-6
List, et al. (2011). "So You Want to Run an Experiment, Now What? Some Simple Rules of Thumb for Optimal Experimental Design." *Experimental Economics* **14** (4): 439.
McDermott. (2013). "The Ten Commandments of Experiments." *PS: Political Science and Politics* **46** (3): 605-610.

Suggested:

Camerer. (1997). "Progress in Behavioral Game Theory." *Journal of Economic Perspectives* **11** (4): 167-188.
Cook and Campbell. (1979). "Quasi-Experimentation: Design and Analysis Issues for Field Settings." Boston, MA: Houghton Mifflin. Chapters 1-3.
Dannenberg and Gallier. (2020). "The Choice of Institutions to Solve Cooperation Problems: A Survey of Experimental Research." *Experimental Economics* **23** (3): 716-749.
Eckel and Wilson. (2006). "Internet Cautions: Experimental Games with Internet Partners." *Experimental Economics* **9** (1): 53-66.
Holt and Goeree. (2001). "Ten Little Treasures of Game Theory, and Ten Intuitive Contradictions." *American Economic Review* **91** (5): 1402-1422.
Hyde. (2015). "Experiments in International Relations: Lab, Survey and Field." *Annual Review of Political Science* **18**: 403-424.
McDermott. (2002). "Experimental Methods in Political Science." *Annual Review of Political Science* **5**: 31-61.
Murnighan and Wang. (2016). "The Social World as an Experimental Game." *Organizational Behavior and Human Decision Processes* **136**: 80-94.
Ostrom. (1998). "A Behavioral Approach to the Rational Choice Theory of Collective Action." *American Political Science Review* **92** (1): 1-22.
Schotter. (2006). "Strong and Wrong: The Use of Rational Choice Theory in Experimental Economics." *Journal of Theoretical Politics* **18** (4): 498-511.
Smith. (1982). "Microeconomic Systems as an Experimental Science." *American Economic Review* **72** (5): 923-955.
Smith. (2010). "Theory and Experiment: What Are the Questions?" *Journal of Economic Behavior and Organization* **73** (1): 3-15.

Feb. 10 (Week 3)
Methods 2 – Moving Out of the Lab.

Gerber and Green. (2012). "Field Experiments: Design, Analysis and Interpretation." New York: W. W. Norton and Company. Chapters 1-4.
Druckman, et al. (2011). "Cambridge Handbook of Experimental Political Science." Cambridge: Cambridge University Press. Chapters 31-35.
Munger. (2017). "Tweetment Effects on the Tweeted: Experimentally Reducing Racist Harassment." *Political Behavior* **39** (3): 629-649.
Levitt and List. (2007). "What Do Laboratory Experiments Measuring Social Preferences Reveal About the Real World?" *Journal of Economic Perspectives* **21** (2): 153-174.
Falk and Heckman. (2009). "Lab Experiments Are a Major Source of Knowledge in the Social Sciences." *science* **326** (5952): 535-538.

Suggested:

Agrawal, et al. (2015). "Motivational Crowding in Sustainable Development Interventions." *American Political Science Review* **109** (3): 470 - 487.
Athey and Imbens. (2017). "Chapter 3 - the Econometrics of Randomized Experimentsa." *Handbook of Economic Field Experiments* **Volume 1**: 73-140. North-Holland
Banerjee. (2016). "On the Interpretation of Bribery in a Laboratory Corruption Game: Moral Frames and Social Norms." *Experimental Economics* **19** (1): 240-267.
Cook and Campbell. (1979). "Quasi-Experimentation: Design and Analysis Issues for Field Settings." Boston, MA: Houghton Mifflin
Coppock and Green. (2014). "Assessing the Correspondence between Experimental Results Obtained in the Lab and Field: A Review of Recent Social Science Research." *Political Science Research and Methods* **3** (1): 113-131. Cambridge University Press
Dai, et al. (2017). "Cheating in the Lab Predicts Fraud in the Field: An Experiment in Public Transportation." *Management Science*.
Deaton. (2010). "Instruments, Randomization, and Learning About Development." *Journal of Economic Literature* **48** (2): 424-455.
Enos. (2014). "Causal Effect of Intergroup Contact on Exclusionary Attitudes." *Proceedings of the National Academy of Sciences* **111** (10): 3699-3704.
Erikson and Stoker. (2011). "Caught in the Draft: The Effects of Vietnam Draft Lottery Status on Political Attitudes." *American Political Science Review* **105** (2): 221-237.
Garcia. (2015). "National Service and Civic Engagement: A Natural Experiment." *Political Behavior* **37** (4): 845-864.
Healy and Malhotra. (2010). "Random Events, Economic Losses, and Retrospective Voting: Implications for Democratic Competence: Research Note." *Quarterly Journal of Political Science* **5** (2): 193-208.
Herbst and Mas. (2015). "Peer Effects on Worker Output in the Laboratory Generalize to the Field." *Science* **350** (6260): 545.

Malesky and Samphantharak. (2008). "Predictable Corruption and Firm Investment: Evidence from a Natural Experiment and Survey of Cambodian Entrepreneurs." *Quarterly Journal of Political Science* **3** (3): 227-267.

Sekhon and Titiunik. (2012). "When Natural Experiments Are Neither Natural nor Experiments." *American Political Science Review* **106** (1): 35-57.

Shadish, et al. (2002). "Experimental and Quasi-Experimental Designs for Generalized Causal Inference." Wadsworth Cengage learning

Stokes. (2016). "Electoral Backlash against Climate Policy: A Natural Experiment on Retrospective Voting and Local Resistance to Public Policy." *American Journal of Political Science* **60** (4): 958-974.

Stoop. (2014). "From the Lab to the Field: Envelopes, Dictators and Manners." *Experimental Economics* **17** (2): 304-313.

Feb. 17 (Week 4)
Methods 3 – Subject Pools and other Irritants

Morton and Williams. (2010). "Experimental Political Science and the Study of Causality: From Nature to the Lab." Cambridge: Cambridge University Press. Chapters 7-15.

Druckman, et al. (2011). "Cambridge Handbook of Experimental Political Science." Cambridge: Cambridge University Press. Chapters 2-5.

Henrich, Joseph, Steven J. Heine, and Ara Norenzayan. (2010) "The Weirdest People in the World?" Behavioral and Brain Sciences 33 (2-3): 61-83.

Arechar, et al. (2017). "Conducting Interactive Experiments Online." *Experimental Economics*: 1-33.

Klar, et al. (2020). "Studying Identities with Experiments: Weighing the Risk of Posttreatment Bias against Priming Effects." *Journal of Experimental Political Science* **7** (1): 56-60. Cambridge University Press

Costa. (2017). "How Responsive Are Political Elites? A Meta-Analysis of Experiments on Public Officials." *Journal of Experimental Political Science* **4** (3): 241-254. Cambridge University Press

Suggested

Abeler and Nosenzo. (2015). "Self-Selection into Laboratory Experiments: Pro-Social Motives Versus Monetary Incentives." *Experimental Economics* **18** (2): 195-214.

Andersen, et al. (2011). "Stakes Matter in Ultimatum Games." *The American Economic Review* **101** (7): 3427-3439.

Berinsky, et al. (2014). "Separating the Shirkers from the Workers? Making Sure Respondents Pay Attention on Self-Administered Surveys." *American Journal of Political Science* **58** (3): 739-753.

Camerer and Hogarth. (1999). "The Effects of Financial Incentives in Experiments: A Review and Capital-Labor-Production Framework." *Journal of Risk and Uncertainty* **19** (1-3): 7-42.

Charness, et al. (2012). "Experimental Methods: Between-Subject and within-Subject Design." *Journal of Economic Behavior and Organization* **81** (1): 1-8.

Coppock, et al. (2016). "When Treatments Are Tweets: A Network Mobilization Experiment over Twitter." *Political Behavior* **38** (1): 105-128.

Coppock. (2019). "Avoiding Post-Treatment Bias in Audit Experiments." *Journal of Experimental Political Science* **6** (1): 1-4. Cambridge University Press

Costa. (2017). "How Responsive Are Political Elites? A Meta-Analysis of Experiments on Public Officials." *Journal of Experimental Political Science*: 1-14.

Crump, et al. (2013). "Evaluating Amazon's Mechanical Turk as a Tool for Experimental Behavioral Research." *PloS one* **8** (3): e57410.

Fehr, et al. ("Do High Stakes and Competition Undermine Fair Behaviour? Evidence from Russia." *Journal of Economic Behavior & Organization* (forthcoming).

Gabriele and Jesse. (2014). "Inside the Turk: Understanding Mechanical Turk as a Participant Pool." *Current Directions in Psychological Science* **23** (3): 184-188. SAGE Publications Inc

Gaines and Kuklinski. (2011). "Experimental Estimation of Heterogeneous Treatment Effects Related to Self-Selection." *American Journal Of Political Science* **55** (3): 724-736.

Glennerster. (2017). "Chapter 5 - the Practicalities of Running Randomized Evaluations: Partnerships, Measurement, Ethics, and Transparency." *Handbook of Economic Field Experiments* **Volume 1**: 175-243. North-Holland

Gneezy and Imas. (2017). "Chapter 10 - Lab in the Field: Measuring Preferences in the Wild." *Handbook of Economic Field Experiments* **1**: 439-464. North-Holland

Hermes, et al. (2020). "Do Children Cooperate Conditionally? Adapting the Strategy Method for First-Graders." *Journal of Economic Behavior & Organization* **179**: 638-652.

Kam and Trussler. (2017). "At the Nexus of Observational and Experimental Research: Theory, Specification, and Analysis of Experiments with Heterogeneous Treatment Effects." *Political Behavior* **39** (4): 789-815.

Kane and Barabas. (2019). "No Harm in Checking: Using Factual Manipulation Checks to Assess Attentiveness in Experiments." *American Journal of Political Science* **63** (1): 234-249.

Lee. (2008). "Randomized Experiments from Non-Random Selection in U.S. House Elections." *Journal of Econometrics* **142** (2): 675-697.

Montgomery, et al. (2018). "How Conditioning on Post-Treatment Variables Can Ruin Your Experiment and What to Do About It." *American Journal of Political Science* **62** (3): 760-775.

Mutz and Pemantle. (2017). "The Perils of Balance Testing in Experimental Design: Messay Analysis of Clean Data." *The American Statistician* **Forthcoming**.

Stoker. (2010). "Exploring the Promise of Experimentation in Political Science: Micro-Foundational Insights and Policy Relevance." *Political Studies* **58** (2): 300-319.

Vissers, et al. (2012). "The Impact of Mobilization Media on Off-Line and Online Participation: Are Mobilization Effects Medium-Specific?" *Social Science Computer Review* **30** (2): 152-169.

Walker and Gur. (2017). "Behavioral Versus Questionnaire Measures of Expectations." *Social Currents* **4** (2): 146-155.

Zizzo. (2010). "Experimenter Demand Effects in Economic Experiments." *Experimental Economics* **13** (1): 75-98.

Feb. 24 (Week 5)
Methods 4 – Power, Replication and Ethics

Nosek, et al. (2015). "Promoting an Open Research Culture." *Science* **348**: 1422-1425.
Laitin and Reich. (2017). "Trust, Transparency, and Replication in Political Science." *PS: Political Science & Politics* **50** (1): 172-175.
Collaboration. (2015). "Estimating the Reproducibility of Psychological Science." *Science* **349** (6251).
Camerer, et al. (2016). "Evaluating Replicability of Laboratory Experiments in Economics." *Science* **351** (6280): 1433.
Elman, et al. (2018). "Transparent Social Inquiry: Implications for Political Science." *Annual Review of Political Science* (0).
Gelman and Carlin. (2014). "Beyond Power Calculations: Assessing Type S (Sign) and Type M (Magnitude) Errors." *Perspectives on Psychological Science* **9** (6): 641-651. SAGE Publications Inc
Gerber, et al. (2014). "Journal of Experimental Political Science." *Journal of Experimental Political Science* **1**: 81-98.
Mutz and Pemantle. (2016). "Standards for Experimental Research: Encouraging a Better Understanding of Experimental Methods." *Journal of Experimental Political Science* **2** (2): 192-215. Cambridge University Press
Gerber, et al. (2015). "Reporting Balance Tables, Response Rates and Manipulation Checks in Experimental Research: A Reply from the Committee That Prepared the Reporting Guidelines." *Journal of Experimental Political Science* **2** (2): 216.

Suggested

Campbell. (1975). "Iii."Degrees of Freedom" and the Case Study." *Comparative political studies* **8** (2): 178-193.
Chandler and Shapiro. (2016). "Conducting Clinical Research Using Crowdsourced Convenience Samples." *Annual Review of Clinical Psychology* **12** (1): 53-81.
Dafoe. (2014). "Science Deserves Better: The Imperative to Share Complete Replication Files." *PS: Political Science & Politics* **47** (1): 60-66.
Dreber, et al. (2015). "Using Prediction Markets to Estimate the Reproducibility of Scientific Research." *Proceedings of the National Academy of Sciences* **112** (50): 15343-15347.
Dunning. (2016). "Transparency, Replication, and Cumulative Learning: What Experiments Alone Cannot Achieve." *Annual Review of Political Science* **19**: 541-563.
Freese and Peterson. (2017). "Replication in Social Science." *Annual Review of Sociology* (0).
Geoff. (2013). "The New Statistics: Why and How." *Psychological Science* **25** (1): 7-29. SAGE Publications Inc
Gleditsch and Janz. (2016). "Replication in International Relations." *International Studies Perspectives* **17** (4): 361-366.

Humphreys, et al. (2013). "Fishing, Commitment, and Communication: A Proposal for Comprehensive Nonbinding Research Registration." *Political Analysis* **21** (1): 1-20.

Key. (2016). "How Are We Doing? Data Access and Replication in Political Science." *PS: Political Science & Politics* **49** (2): 268-272. Cambridge University Press

Laitin and Reich. (2017). "Trust, Transparency, and Replication in Political Science." *PS: Political Science & Politics* **50** (1): 172-175.

Monogan. (2015). "Research Preregistration in Political Science: The Case, Counterarguments, and a Response to Critiques." *PS: Political Science & Politics* **48** (3): 425-429.

Shaffer. (1995). "Multiple Hypothesis Testing." *Annual review of psychology* **46** (1): 561-584.

March 3 (Week 6)
Voting Experiments and Spatial Committees

Dal Bo, et al. (2010). "Institutions and Behavior: Experimental Evidence on the Effects of Democracy." *American Economic Review* **100** (5): 2205-2229.
Druckman, et al. (2011). "Cambridge Handbook of Experimental Political Science." Cambridge: Cambridge University Press. Chapters 25-27
Fiorina and Plott. (1978). "Committee Decisions under Majority Rule: An Experimental Study." *American Political Science Review* **72** (2): 575-598.
Haney, et al. (1992). "Advice and Consent: Unitary Actors, Advisory Models and Experimental Tests." *Journal of Conflict Resolution* **36** (4): 603-633.
Levine and Palfrey. (2007). "The Paradox of Voter Participation? A Laboratory Study." *American Political Science Review* **101** (1): 143-158.
Wilson. (2014). "Voting and Agenda Setting in Political Science and Economics." *Laboratory Experiments in the Social Sciences*. San Diego, CA: Academic Press
Hamman, et al. (2011). "An Experimental Investigation of Electoral Delegation and the Provision of Public Goods." *American Journal Of Political Science* **55** (4): 737-751.

Suggested:

Bianco, et al. (2006). "'A Theory Waiting to Be Discovered and Used': A Reanalysis of Canonical Experiments on Majority Rule Decision Making." *Journal of Politics* **68** (4): 837-850.
Cabrales, et al. (2012). "It Is Hobbes, Not Rousseau: An Experiment on Voting and Redistribution." *Experimental Economics* **15** (2): 278-308.
Casella. (2011). "Agenda Control as a Cheap Talk Game: Theory and Experiments with Storable Votes." *Games and Economic Behavior* **72** (1): 46-76.
Crosson, et al. (2004). "'Social Poker' - a Laboratory Test of Predictions from Club Theory." *Rationality And Society* **16** (2): 225-248.
Dasgupta, et al. (2008). "Coordinated Voting in Sequential and Simultaneous Elections: Some Experimental Evidence." *Experimental Economics* **11** (4): 315-335.
Dellis, et al. (2011). "Multiple Votes, Ballot Truncation and the Two-Party System: An Experiment." *Social Choice and Welfare* **37** (2): 171-200.
Eavey and Miller. (1984). "Fairness in Majority Rule Games with a Core." *American Journal of Political Science* **28**: 570-586.
Eavey and Miller. (1995). "Subcommittee Agenda Control." *Journal Of Theoretical Politics* **7** (2): 125-156.
Eavey. (1991). "Patterns of Distribution in Spatial Games." *Rationality and Society* **3**: 450-474.
Eavey. (1996). "Preference-Based Stability: Experiments on Competitive Solutions to Majority Rule Games,." *Collective Decision Making: Social Choice and Political Economy,*.

Eckel and Holt. (1989). "Strategic Voting in Agenda-Controlled Committee Experiments." *American Economic Review* **79** (4): 763-773.

Endersby. (1993). "Rules of Method and Rules of Conduct: An Experimental Study on Two Types of Procedure and Committee Behavior." *Journal of Politics* **55** (1): 218-236.

Frechette, et al. (2003). "Bargaining in Legislatures: An Experimental Investigation of Open Versus Closed Amendment Rules." *American Political Science Review* **97** (2): 221-232.

Goeree and Yariv. (2011). "An Experimental Study of Collective Deliberation." *Econometrica* **79** (3): 893-921.

Grelak and Koford. (1997). "A Re-Examination of the Fiorina-Plott and Eavey Voting Experiments: How Much Do Cardinal Payoffs Influence Outcomes?" *Journal Of Economic Behavior & Organization* **32** (4): 571-589.

Großer and Palfrey. (2017). "Candidate Entry and Political Polarization: An Experimental Study."

Guarnaschelli, et al. (2000). "An Experimental Study of Jury Decision Rules." *American Political Science Review* **94** (2): 407-423.

Herzberg and Wilson. (1988). "Results on Sophisticated Voting in an Experimental Setting." *Journal of Politics* **50** (2): 471-486.

Herzberg and Wilson. (1991). "Costly Agendas and Spatial Voting Games: Theory and Experiments on Agenda Access Costs." *Experimentation in Political Science*. Ann Arbor, MI: University of Michigan Press

Hizen, et al. (2013). "An Experimental Test of a Committee Search Model." *European Economic Review* **61**: 59-76.

King. (1994). "An Experimental Investigation of Super Majority Voting Rules - Implications for the Financial Accounting Standards Board." *Journal Of Economic Behavior & Organization* **25** (2): 197-217.

Krehbiel. (1986). "Sophisticated and Myopic Behavior in Legislative Committees: An Experimental Study." *American Journal of Political Science* **30** (3): 542-561.

Laing and Slotznick. (1983). "Winners, Blockers, and the Status Quo: Simple Collective Decision Games and the Core." *Public Choice* **40** (3): 263-279.

Lau, et al. (2017). "Effect of Media Environment Diversity and Advertising Tone on Information Search, Selective Exposure, and Affective Polarization." *Political Behavior* **39** (1): 231-255.

Marchese and Montefiori. (2011). "Strategy Versus Sincerity in Mean Voting." *Journal of Economic Psychology* **32** (1): 93-102.

Mattes. (2012). "What Happens When a Candidate Doesn't Bark? "Cursed" Voters and Their Impact on Campaign Discourse." *Journal of Politics* **74** (2): 369-382.

McKelvey and Ordeshook. (1981). "Experiments on the Core - Some Disconcerting Results for Majority-Rule Voting Games." *Journal Of Conflict Resolution* **25** (4): 709-724.

McKelvey and Ordeshook. (1984). "An Experimental Study of the Effect of Procedural Rules on Committee Behavior." *Journal of Politics* **46** (1): 182-205.

McKelvey. (1990). "A Decade of Experimental Research on Spatial Models of Elections and Committees." *Advances in the Spatial Theory of Voting*. Cambridge: Cambridge University Press

Ordeshook and Palfrey. (1988). "Agendas, Strategic Voting, and Signaling with Incomplete Information." *American Journal of Political Science* **32** (2): 441-466.
Ordeshook and Schwartz. (1987). "Agendas and the Control of Political Outcomes." *American Political Science Review* **81** (1): 179-199.
Palfrey. (2016). "Experiments in Political Economy." *Handbook of Experimental Economics, Volume 2*: 347-435. Princeton, NJ: Princeton University Press
Plott and Levine. (1978). "A Model of Agenda Influence on Committee Decisions." *American Economic Review* **68** (1): 146-160.
Simonovits. (2015). "An Experimental Approach to Economic Voting." *Political Behavior* **37** (4): 977-994.
Smirnov. (2009). "Endogenous Choice of Amendment Agendas: Types of Voters and Experimental Evidence." *Public Choice* **141** (3-4): 277-290.
Tomz and Van Houweling. (2008). "Candidate Positioning and Voter Choice." *American Political Science Review* **102** (3): 303-318.
Valdini. (2012). "A Deterrent to Diversity: The Conditional Effect of Electoral Rules on the Nomination of Women Candidates." *Electoral Studies* **31** (4): 740-749.
Walker, et al. (2000). "Collective Choice in the Commons: Experimental Results on Proposed Allocation Rules and Votes." *Economic Journal* **110** (460): 212-234.
Weber. (2017). "Choosing the Rules: Preferences over Voting Systems for Assemblies of Representatives." *Journal of Economic Behavior & Organization*.
Wilson and Herzberg. (1987). "Negative Decision Powers and Institutional Equilibrium: Experiments on Blocking Coalitions." *Western Political Quarterly* **40** (4): 593-609.
Wilson and Pearson. (1987). "Evidence of Sophisticated Voting in a Committee Setting: Theory and Experiments." *Quality and Quantity* **21**: 255-273.
Wilson. (1986). "Forward and Backward Agenda Procedures: Committee Experiments on Structurally Induced Equilibrium." *Journal of Politics* **48** (2): 390-409.
Yuval. (2002). "Sophisticated Voting under the Sequential Voting by Veto." *Theory And Decision* **53** (4): 343-369.

March 10 (Week 7)
Priming and Framing

Druckman, et al. (2011). "Cambridge Handbook of Experimental Political Science." Cambridge: Cambridge University Press. Chapters 10-12, 14, 23

Chong and Druckman. (2013). "Counterframing Effects." *Journal of Politics* **75** (1): 1-16.

Druckman, et al. (2012). "A Source of Bias in Public Opinion Stability." *American Political Science Review* **106** (2): 430-454.

Pedersen. (2017). "Ratio Bias and Policy Preferences: How Equivalency Framing of Numbers Can Affect Attitudes." *Political Psychology* **38** (6): 1103-1120.

Panagopoulos. (2014). "I've Got My Eyes on You: Implicit Social-Pressure Cues and Prosocial Behavior." *Political Psychology* **35** (1): 23-33.

Clifford and Jerit. (2018). "Disgust, Anxiety, and Political Learning in the Face of Threat." *American Journal of Political Science* **62** (2): 266-279.

Suggested.

Bizer, et al. (2011). "Exploring the Valence-Framing Effect: Negative Framing Enhances Attitude Strength." *Political Psychology* **32** (1): 59-80.

Boudreau. (2012). "Greater Than the Sum of Their Parts? When Combinations of Institutions Improve Citizens' Decisions." *Journal of Theoretical Politics* **24** (1): 90-109.

Carter, et al. (2011). "A Single Exposure to the American Flag Shifts Support toward Republicanism up to 8 Months Later." *Psychological Science* **22** (8): 1011-1018.

Castano, et al. (2016). "National Images as Integrated Schemas: Subliminal Primes of Image Attributes Shape Foreign Policy Preferences." *Political Psychology* **37** (3): 351-366.

Druckman. (2001). "Evaluating Framing Effects." *Journal of Economic Psychology* **22** (1): 91-101.

Druckman. (2001). "The Implications of Framing Effects for Citizen Competence." *Political Behavior* **23** (3): 225-256.

Druckman. (2004). "Political Preference Formation: Competition, Deliberation, and the (Ir)Relevance of Framing Effects." *American Political Science Review* **98** (4): 671-686.

Matland and Murray. (2016). "I Only Have Eyes for You: Does Implicit Social Pressure Increase Voter Turnout?" *Political Psychology* **37** (4): 533-550.

Messer, et al. (2013). "Context Effects in a Negatively Framed Social Dilemma Experiment." *Environmental and Resource Economics* **55** (3): 387-405.

Mulligan and Habel. (2011). "An Experimental Test of the Effects of Fictional Framing on Attitudes." *Social Science Quarterly* **92** (1): 79-99.

Nownes. (2012). "An Experimental Investigation of the Effects of Celebrity Support for Political Parties in the United States." *American Politics Research* **40** (3): 476-500.

Veer, et al. (2010). "If Kate Voted Conservative, Would You? The Role of Celebrity Endorsements in Political Party Advertising." *European Journal of Marketing* **44** (3-4): 436-450.

Walgrave, et al. (2017). "What Draws Politicians' Attention? An Experimental Study of Issue Framing and Its Effect on Individual Political Elites." *Political Behavior*.

Wood. (2016). "Some Dare Call It Conspiracy: Labeling Something a Conspiracy Theory Does Not Reduce Belief in It." *Political Psychology* **37** (5): 695-705.

March 17 (Week 8)
Survey Experiments

Mutz. (2011). "Population-Based Survey Experiments." Princeton: Princeton University Press. Chapters 1-9.

Thachil. (2017). "Do Rural Migrants Divide Ethnically in the City? Evidence from an Ethnographic Experiment in India." *American Journal of Political Science* **61** (4): 908-926.

Healy, et al. (2017). "Economic Development, Mobility, and Political Discontent: An Experimental Test of Tocqueville's Thesis in Pakistan." *American Political Science Review* **111** (3): 605-621. Cambridge University Press

Klar. (2018). "When Common Identities Decrease Trust: An Experimental Study of Partisan Women." *American Journal of Political Science* **62** (3): 610-622.

Harden, et al. (2019). "Accounting for Noncompliance in Survey Experiments." *Journal of Experimental Political Science* **6** (3): 199-202. Cambridge University Press

Suggested:

Ahler, et al. (2017). "Face Value? Experimental Evidence That Candidate Appearance Influences Electoral Choice." *Political Behavior* **39** (1): 77-102.

Ahlquist. (2017). "List Experiment Design, Non-Strategic Respondent Error, and Item Count Technique Estimators." *Political Analysis*: 1-20. Cambridge University Press

Anduiza, et al. (2013). "Turning a Blind Eye: Experimental Evidence of Partisan Bias in Attitudes toward Corruption." *Comparative Political Studies* **46** (12): 1664-1692.

Baldwin. (2013). "Why Vote with the Chief? Political Connections and Public Goods Provision in Zambia." *American Journal of Political Science* **57** (4): 794-809.

Charnysh, et al. (2015). "The Ties That Bind:National Identity Salience and Pro-Social Behavior toward the Ethnic Other." *Comparative Political Studies* **48** (3): 267-300.

Conroy-Krutz. (2013). "Information and Ethnic Politics in Africa." *British Journal of Political Science* **43**: 345-373.

Dafoe, et al. (2016). "Confounding in Survey Experiments: Diagnostics and Solutions." *Manuscript. http://www. allandafoe. com/confounding*. (Forthcoming, *Political Analysis*)

Groenendyk. (2012). "Justifying Party Identification: A Case of Identifying with the "Lesser of Two Evils"." *Political Behavior* **34** (3): 453-475.

Jackson. (2011). "Priming the Sleeping Giant: The Dynamics of Latino Political Identity and Vote Choice." *Political Psychology* **32** (4): 691-716.

Lauderdale. (2013). "Does Inattention to Political Debate Explain the Polarization Gap between the Us Congress and Public?" *Public Opinion Quarterly* **77**: 2-23.

Linos and Twist. (2018). "Diverse Pre-Treatment Effects in Survey Experiments." *Journal of Experimental Political Science* **5** (2): 148-158. Cambridge University Press

Matland and Tezcur. (2011). "Women as Candidates: An Experimental Study in Turkey." *Politics & Gender* **7** (3): 365-390.

Mullinix, et al. (2015). "The Generalizability of Survey Experiments." *Journal of Experimental Political Science* **2** (2): 109-138.

Parkin. (2010). "Taking Late Night Comedy Seriously How Candidate Appearances on Late Night Television Can Engage Viewers." *Political Research Quarterly* **63** (1): 3-15.

Pérez and Tavits. (2019). "Language Heightens the Political Salience of Ethnic Divisions." *Journal of Experimental Political Science* **6** (2): 131-140. Cambridge University Press

Sheffer, et al. (2017). "Nonrepresentative Representatives: An Experimental Study of the Decision Making of Elected Politicians." *American Political Science Review*: 1-20. Cambridge University Press

Weaver. (2012). "The Electoral Consequences of Skin Color: The "Hidden" Side of Race in Politics." *Political Behavior* **34** (1): 159-192.

March 24 (Week 9)
Field Experiments

Gerber and Green. (2012). "Field Experiments: Design, Analysis and Interpretation." New York: W. W. Norton and Company. Chapters 5-13.
Broockman and Kalla. (2016). "Durably Reducing Transphobia: A Field Experiment on Door-to-Door Canvassing." *Science* **352** (6282): 220-224.
LaCour and Green. (2014). "When Contact Changes Minds: An Experiment on Transmission of Support for Gay Equality." *Science* **346** (6215): 1366.
Kalla and Broockman. (2017). "The Minimal Persuasive Effects of Campaign Contact in General Elections: Evidence from 49 Field Experiments." *American Political Science Review*: 1-19. Cambridge University Press
McDermott and Hatemi. (2020). "Ethics in Field Experimentation: A Call to Establish New Standards to Protect the Public from Unwanted Manipulation and Real Harms." *Proceedings of the National Academy of Sciences* **117** (48): 30014-30021. National Acad Sciences
Boas, et al. (2019). "Norms Versus Action: Why Voters Fail to Sanction Malfeasance in Brazil." *American Journal of Political Science* **63** (2): 385-400.
Driscoll, et al. (2018). "Prejudice, Strategic Discrimination, and the Electoral Connection: Evidence from a Pair of Field Experiments in Brazil." *American Journal of Political Science* **62** (4): 781-795.

Suggested:

Arceneaux and Nickerson. (2009). "Who Is Mobilized to Vote? A Re-Analysis of 11 Field Experiments." *American Journal of Political Science* **53** (1): 1-16.
Avdeenko and Gilligan. (2015). "International Interventions to Build Social Capital: Evidence from a Field Experiment in Sudan." *American Political Science Review* **109** (3): 427-449. Cambridge University Press
Bailard. (2012). "A Field Experiment on the Internet's Effect in an African Election: Savvier Citizens, Disaffected Voters, or Both?" *Journal of Communication* **62** (2): 330-344.
Becher and Brouard. ("Executive Accountability Beyond Outcomes: Experimental Evidence on Public Evaluations of Powerful Prime Ministers." *American Journal of Political Science* **n/a** (n/a).
Blattman and Annan. (2016). "Can Employment Reduce Lawlessness and Rebellion? A Field Experiment with High-Risk Men in a Fragile State." *American Political Science Review* **110** (1): 1-17. Cambridge University Press
Bond, et al. (2012). "A 61-Million-Person Experiment in Social Influence and Political Mobilization." *Nature* **489** (7415): 295-298.
Braconnier, et al. (2017). "Voter Registration Costs and Disenfranchisement: Experimental Evidence from France." *American Political Science Review* **111** (3): 584-604. Cambridge University Press

Broockman and Butler. (2011). "Do Politicians Racially Discriminate against Constituents? A Field Experient on State Legislators." *American Journal of Political Science* **55** (3): 463-477.

Broockman and Butler. (2017). "The Causal Effects of Elite Position-Taking on Voter Attitudes: Field Experiments with Elite Communication." *American Journal of Political Science* **61** (1): 208-221.

Butler and Nickerson. (2011). "Can Learning Constituency Opinion Affect How Legislators Vote? Results from a Field Experiment." *Quarterly Journal of Political Science* **6** (1): 55-83.

Chang and Peisakhin. (2019). "Building Cooperation among Groups in Conflict: An Experiment on Intersectarian Cooperation in Lebanon." *American Journal of Political Science* **63** (1): 146-162.

Chen, et al. (2016). "Sources of Authoritarian Responsiveness: A Field Experiment in China." *American Journal of Political Science* **60** (2): 383-400.

Coppock. (2019). "Avoiding Post-Treatment Bias in Audit Experiments." *Journal of Experimental Political Science* **6** (1): 1-4. Cambridge University Press

Costa and Kahn. (2013). "Energy Conservation "Nudges" and Environmentalist Ideology: Evidence from a Randomized Residential Electricity Field Experiment." *Journal of the European Economic Association* **11** (3): 680-702.

Davenport. (2010). "Public Accountability and Political Participation: Effects of a Face-to-Face Feedback Intervention on Voter Turnout of Public Housing Residents." *Political Behavior* **32** (3): 337-368.

Doherty and Adler. (2014). "The Persuasive Effects of Partisan Campaign Mailers." *Political Research Quarterly* **67** (3): 562-573.

Einstein and Glick. (2017). "Does Race Affect Access to Government Services? An Experiment Exploring Street-Level Bureaucrats and Access to Public Housing." *American Journal of Political Science* **61** (1): 100-116.

Fafchamps and Vicente. (2013). "Political Violence and Social Networks: Experimental Evidence from a Nigerian Election." *Journal of Development Economics* **101**: 27-48.

Findley, et al. (2015). "Causes of Noncompliance with International Law: A Field Experiment on Anonymous Incorporation." *American Journal of Political Science* **59** (1): 146-161.

Fujiwara and Wantchekon. (2013). "Can Informed Public Deliberation Overcome Clientelism? Experimental Evidence from Benin." *American Economic Journal: Applied Economics* **5** (4): 241-255.

Gaikwad and Nellis. ("Do Politicians Discriminate against Internal Migrants? Evidence from Nationwide Field Experiments in India." *American Journal of Political Science* **n/a** (n/a).

Gerber and Green. (2017). "Chapter 9 - Field Experiments on Voter Mobilization: An Overview of a Burgeoning Literature." *Handbook of Economic Field Experiments* **Volume 1**: 395-438. North-Holland

Gerber, et al. (2008). "Social Pressure and Voter Turnout: Evidence from a Large-Scale Field Experiment." *American Political Science Review* **102** (1): 33-48.

Gerber, et al. (2009). "Does the Media Matter? A Field Experiment Measuring the Effect of Newspapers on Voting Behavior and Political Opinions." *American Economic Journal: Applied Economics* **1** (2): 35-52.

Gerber, et al. (2010). "Party Affiliation, Partisanship, and Political Beliefs: A Field Experiment." *American Political Science Review* **104** (4): 720-744.

Gerber, et al. (2013). "Do Perceptions of Ballot Secrecy Influence Turnout? Results from a Field Experiment." *American Journal of Political Science* **57** (3): 537-551.

Gilligan, et al. (2014). "Civil War and Social Cohesion: Lab-in-the-Field Evidence from Nepal." *American Journal of Political Science*.

Gottlieb. (2016). "Greater Expectations: A Field Experiment to Improve Accountability in Mali." *American Journal of Political Science* **60** (1): 143-157.

Green, et al. (2016). "The Effects of Lawn Signs on Vote Outcomes: Results from Four Randomized Field Experiments." *Electoral Studies* **41** (Supplement C): 143-150.

Grose. (2014). "Field Experimental Work on Political Institutions." *Annual Review of Political Science* **17**: 355-370.

Han. (2016). "The Organizational Roots of Political Activism: Field Experiments on Creating a Relational Context." *American Political Science Review* **110** (2): 296-307. Cambridge University Press

Hock, et al. (2013). "Invitation Phone Calls Increase Attendance at Civic Meetings: Evidence from a Field Experiment." *Public Administration Review* **73** (2): 221-228.

Ichino and Schundeln. (2012). "Deterring or Displacing Electoral Irregularities? Spillover Effects of Observers in a Randomized Field Experiment in Ghana." *Journal of Politics* **74** (1): 292-307.

Jensen, et al. (2020). "Electoral Institutions and Electoral Cycles in Investment Incentives: A Field Experiment on over 3,000 U.S. Municipalities*." *American Journal of Political Science* **64** (4): 807-822.

Kalla and Broockman. (2016). "Campaign Contributions Facilitate Access to Congressional Officials: A Randomized Field Experiment." *American Journal of Political Science* **60** (3): 545-558.

Karpowitz, et al. (2017). "How to Elect More Women: Gender and Candidate Success in a Field Experiment." *American Journal of Political Science* **61** (4): 927-943.

King, et al. (2017). "How the News Media Activate Public Expression and Influence National Agendas." *Science* **358** (6364): 776.

López-Moctezuma, et al. ("Policy Deliberation and Voter Persuasion: Experimental Evidence from an Election in the Philippines." *American Journal of Political Science* **n/a** (n/a).

Malesky, et al. (2012). "The Adverse Effects of Sunshine: A Field Experiment on Legislative Transparency in an Authoritarian Assembly." *American Political Science Review* **106** (4): 762-786.

Martin and Raffler. ("Fault Lines: The Effects of Bureaucratic Power on Electoral Accountability." *American Journal of Political Science* **n/a** (n/a).

Nickerson and Rogers. (2010). "Do You Have a Voting Plan? Implementation Intentions, Voter Turnout, and Organic Plan Making." *Psychological Science* **21** (2): 194-199.

Nyhan and Reifler. (2015). "The Effect of Fact-Checking on Elites: A Field Experiment on U.S. State Legislators." *American Journal of Political Science* **59** (3): 628-640.
Panagopoulos. (2011). "Social Pressure, Surveillance and Community Size: Evidence from Field Experiments on Voter Turnout." *Electoral Studies* **30** (2): 353-357.
Panagopoulos. (2011). "Timing Is Everything? Primacy and Recency Effects in Voter Mobilization Campaigns." *Political Behavior* **33** (1): 79-93.
Panagopoulos. (2013). "Extrinsic Rewards, Intrinsic Motivation and Voting." *Journal of Politics* **75** (1): 266-280.
Panagopoulos. (2013). "Positive Social Pressure and Prosocial Motivation: Evidence from a Large-Scale Field Experiment on Voter Mobilization." *Political Psychology* **34** (2): 265-275.
Pande. (2011). "Can Informed Voters Enforce Better Governance? Experiments in Low-Income Democracies." *Annual Review of Economics, Vol 3* **3**: 215-237.
Parry, et al. (2012). "The Impact of Petition Signing on Voter Turnout." *Political Behavior* **34** (1): 117-136.
Phillips, et al. (2008). "Confirmation and the Effects of Valenced Political Advertising: A Field Experiment." *Journal of Consumer Research* **34** (6): 794-806.
Rutchick. (2010). "Deus Ex Machina: The Influence of Polling Place on Voting Behavior." *Political Psychology* **31** (2): 209-225.
Viceisza. (2016). "Creating a Lab in the Field: Economics Experiments for Policymaking." *Journal of Economic Surveys* **30** (5): 835-854.
Vicente and Wantchekon. (2009). "Clientelism and Vote Buying: Lessons from Field Experiments in African Elections." *Oxford Review of Economic Policy* **25** (2): 292-305.

March 31 (Week 10)
PD and Dictamatum

Ahn, et al. (2009). "Reputation and Cooperation in Voluntary Exchanges: Comparing Local and Central Institutions." *Journal of Politics* **71** (2): 1-16.
Bahry and Wilson. (2006). "Confusion or Fairness in the Field? Rejections in the Ultimatum Game under the Strategy Method." *Journal of Economic Behavior & Organization* **60** (1): 37-54.
Eckel and Grossman. (1998). "Are Women Less Selfish Than Men?: Evidence from Dictator Games." *The Economic Journal* **108** (448): 726-735.
Whitt and Wilson. (2007). "The Dictator Game, Fairness and Ethnicity in Postwar Bosnia." *American Journal of Political Science* **51** (3): 655-668.
Wilson. (2010). "The Contribution of Behavioral Economics to Political Science." *Annual Review of Political Science* **14**: 201-223.
Engel. (2011). "Dictator Games: A Meta Study." *Experimental Economics* **14** (4): 583-610.
Güth and Kocher. (2014). "More Than Thirty Years of Ultimatum Bargaining Experiments: Motives, Variations, and a Survey of the Recent Literature." *Journal of Economic Behavior & Organization* **108**: 396-409.

Kingsley and Muise. (2018). "More Talk, Less Need for Monitoring: Communication and Deterrence in a Public Good Game." *Journal of Experimental Political Science* **5** (2): 88-106. Cambridge University Press

Suggested:

Abbink, et al. (2000). "The Moonlighting Game - an Experimental Study on Reciprocity and Retribution." *Journal of Economic Behavior & Organization* **42** (2): 265-277.

Ahn, et al. (2007). "Asymmetric Payoffs in Simultaneous and Sequential Prisoner's Dilemma Games." *Public Choice* **132** (3-4): 353-366.

Ahn, et al. (2008). "Endogeneous Group Formation." *Journal of Public Economic Theory* **10** (2): 171-194.

Andersen, et al. (2011). "Stakes Matter in Ultimatum Games." *The American Economic Review* **101** (7): 3427-3439.

Andrade and Ho. (2008). "Gaming Emotions." University of California, Berkeley

Andreoni and Blanchard. (2006). "Testing Subgame Perfection Apart from Fairness in Ultimatum Games." *Experimental Economics* **9** (4): 307-321.

Andreoni and Vesterlund. (2001). "Which Is the Fair Sex? Gender Differences in Altruism." *Quarterly Journal of Economics v116* **n1**: 293-312.

Andreoni, et al. (2003). "What Do Bargainers' Preferences Look Like? Experiments with a Convex Ultimatum Game." *American Economic Review* **93** (3): 672-685.

Bardsley. (2008). "Dictator Game Giving: Altruism or Artefact?" *Experimental Economics* **11** (2): 122-133.

Ben-Ner, et al. (2004). "Reciprocity in a Two-Part Dictator Game." *Journal of Economic Behavior & Organization* **53** (3): 333.

Ben-Ner, et al. (2004). "Share and Share Alike? Gender-Pairing, Personality, and Cognitive Ability as Determinants of Giving." *Journal of Economic Psychology v25* **n5**: 581-589.

Benenson, et al. (2007). "Children's Altruistic Behavior in the Dictator Game." *Evolution and Human Behavior* **28** (3): 168-175.

Bereby-Meyer and Niederle. (2005). "Fairness in Bargaining." *Journal of Economic Behavior & Organization* **56** (2): 173-186.

Bethwaite and Tompkinson. (1996). "The Ultimatum Game and Non-Selfish Utility Functions." *Journal of Economic Psychology* **17** (2): 259-271.

Binmore and Samuelson. (2006). "The Evolution of Focal Points." *Games and Economic Behavior* **55** (1): 21-42.

Blount and Larrick. (2000). "Framing the Game: Examining Frame Choice in Bargaining." *Organizational Behavior and Human Decision Processes* **81** (1): 43-71.

Blount. (1995). "When Social Outcomes Aren't Fair: The Effects of Causal Attributions on Preferences." *Organizational Behavior and Human Decision Processes* **63** (2): 131-144.

Bo. (2005). "Cooperation under the Shadow of the Future: Experimental Evidence from Infinitely Repeated Games." *American Economic Review* **95** (5): 1591-1604.

Bohnet and Frey. (1999). "The Sound of Silence in Prisoner's Dilemma and Dictator Games." *Journal of Economic Behavior & Organization* **38** (1): 43-57.

Bohnet and Kübler. (2005). "Compensating the Cooperators: Is Sorting in the Prisoner's Dilemma Possible?" *Journal of Economic Behavior & Organization* **56** (1): 61-76.

Bolton and Katok. (1998). "An Experimental Test of the Crowding out Hypothesis: The Nature of Beneficent Behavior." *Journal of Economic Behavior & Organization* **37** (3): 315-331.

Bolton and Zwick. (1995). "Anonymity Versus Punishment in Ultimatum Bargaining." *Games and Economic Behavior* **10** (1): 95-121.

Bolton, et al. (1998). "Dictator Game Giving: Rules of Fairness Versus Acts of Kindness." *International Journal of Game Theory* **27** (2): 269-299.

Bolton, et al. (2005). "Cooperation among Strangers with Limited Information About Reputation." *Journal of Public Economics* **89** (8): 1457-1468.

Boone, et al. (2008). "Subtle Social Cues, Explicit Incentives and Cooperation in Social Dilemmas." *Evolution and Human Behavior* **29** (3): 179-188.

Bosch-Domenech, et al. (2007). "Social Capabilities in Alzheimer's Patients."

Bottazzi and Devetag. (2007). "Competition and Coordination in Experimental Minority Games." *Journal of Evolutionary Economics* **17** (3): 241-275.

Branas-Garza, et al. (2006). ""If He Really Needs It": Gypsy Fairness in Vallecas." *Experimental Economics* **9** (3): 253-264.

Branas-Garza, et al. (2007). "Response Time under Monetary Incentives: The Ultimatum Game." 8. Friedrich-Schiller-University and the Max Planck Institute of Economics

Branas-Garza. (2006). "Poverty in Dictator Games: Awakening Solidarity." *Journal of Economic Behavior and Organization v60* **n3**: 306-320.

Brandstatter and Guth. (2002). "Personality in Dictator and Ultimatum Games." *Central European Journal of Operations Research v10* **n3**: 191-215.

Brandstatter and Konigstein. (2001). "Personality Influences on Ultimatum Bargaining Decisions." *European Journal of Personality* **15**: S53-S70.

Brandt and Sigmund. (2006). "The Good, the Bad and the Discriminator - Errors in Direct and Indirect Reciprocity." *Journal of Theoretical Biology* **239** (2): 183-194.

Brenner and Vriend. (2006). "On the Behavior of Proposers in Ultimatum Games." *Journal of Economic Behavior & Organization* **61** (4): 617-631.

Brown, et al. (2003). "Are There Nonverbal Cues to Commitment? An Exploratory Study Using the Zero-Acquaintance Video Presentation Paradigm." *Evolutionary Psychology* **1**: 42-69.

Burkart, et al. (2007). "Other-Regarding Preferences in a Non-Human Primate: Common Marmosets Provision Food Altruistically." *Proceedings of the National Academy of Sciences of the United States of America* **104**: 19762-19766.

Burnham. (2003). "Engineering Altruism: A Theoretical and Experimental Investigation of Anonymity and Gift Giving." *Journal of Economic Behavior and Organization v50* **n1**: 133-144.

Burnham. (2007). "High-Testosterone Men Reject Low Ultimatum Game Offers." *Proceedings of the Royal Society B-Biological Sciences* **274** (1623): 2327-2330.

Cabrales, et al. (2007). "Equilibrium Selection through Incomplete Information in Coordination Games: An Experimental Study." *Experimental Economics* **10** (3): 221-234.

Camerer and Thaler. (1995). "Ultimatums, Dictators and Manners." *Journal of Economic Perspectives* **9** (2): 209-219.

Cameron. (1999). "Raising the Stakes in the Ultimatum Game: Experimental Evidence from Indonesia." *Economic Inquiry* **37** (1): 47-59.

Carpenter, et al. (2005). "The Effect of Stakes in Distribution Experiments." *Economics Letters v86* **n3**: 393-398.

Cason and Mui. (1997). "A Laboratory Study of Group Polarisation in the Team Dictator Game." *Economic Journal v107* **n444**: 1465-1483.

Cassar. (2007). "Coordination and Cooperation in Local, Random and Small World Networks: Experimental Evidence." *Games and Economic Behavior* **58** (2): 209-230.

Chmura, et al. (2005). "Testing (Beliefs About) Social Preferences: Evidence from an Experimental Coordination Game." *Economics Letters* **88** (2): 214-220.

Chuah, et al. (2007). "Do Cultures Clash? Evidence from Cross-National Ultimatum Game, Experiments." *Journal of Economic Behavior & Organization* **64** (1): 35-48.

Cooper, et al. (1992). "Communication in Coordination Games." *Quarterly Journal of Economics* **107** (2): 739-771.

Costa-Gomes and Zauner. (2001). "Ultimatum Bargaining Behavior in Israel, Japan, Slovenia, and the United States: A Social Utility Analysis." *Games and Economic Behavior* **34** (2): 238-269.

Croson, et al. (2003). "Cheap Talk in Bargaining Experiments: Lying and Threats in Ultimatum Games." *Journal of Economic Behavior & Organization* **51** (2): 143-159.

Croson. (1996). "Information in Ultimatum Games: An Experimental Study." *Journal of Economic Behavior & Organization* **30** (2): 197-212.

Dana, et al. (2006). "What You Don't Know Won't Hurt Me: Costly (but Quiet) Exit in Dictator Games." *Organizational Behavior and Human Decision Processes* **100** (2): 193-201.

Dawes, et al. (2011). "Social Preferences and Political Participation." *Journal of Politics* **73** (3): 845-856.

Debove, et al. (2016). "Models of the Evolution of Fairness in the Ultimatum Game: A Review and Classification." *Evolution and Human Behavior* **37** (3): 245-254.

Devetag and Ortmann. (2007). "When and Why? A Critical Survey on Coordination Failure in the Laboratory." *Experimental Economics* **10** (3): 331-344.

Dickinson. (2000). "Ultimatum Decision-Making: A Test of Reciprocal Kindness." *Theory and Decision* **48** (2): 151-177.

Diekmann. (2004). "The Power of Reciprocity: Fairness, Reciprocity, and Stakes in Variants of the Dictator Game." *Journal of Conflict Resolution v48* **n4**: 487-505.

Duffy and Feltovich. (2006). "Words, Deeds, and Lies: Strategic Behaviour in Games with Multiple Signals." *Review of Economic Studies* **73** (3): 669-688.

Dufwenberg and Muren. (2006). "Gender Composition in Teams." *Journal of Economic Behavior and Organization v61* **n1**: 50-54.

Eckel and Grossman. (1996). "Altruism in Anonymous Dictator Games." *Games and Economic Behavior* **16** (2): 181-191.
Eckel and Grossman. (2001). "Chivalry and Solidarity in Ultimatum Games." *Economic Inquiry* **39** (2): 171-188.
Eckel and Wilson. (2007). "Social Learning in Coordination Games: Does Status Matter?" *Experimental Economics* **10** (3): 317-329.
Eckel, et al. (2005). "An Experimental Test of the Crowding out Hypothesis." *Journal of Public Economics v89* **n8**: 1543-1560.
Efferson, et al. (2007). "New Methods in Quantitative Ethnography - Economic Experiments and Variation in the Price of Equality." *Current Anthropology* **48**: 912-919.
Embrey, et al. (2014). "Bargaining and Reputation: An Experiment on Bargaining in the Presence of Behavioural Types." *The Review of Economic Studies* **82** (2): 608-631.
Falk, et al. (2003). "On the Nature of Fair Behavior." *Economic Inquiry* **41** (1): 20-26.
Fehr and Fischbacher. (2003). "The Nature of Human Altruism." *Nature* **425** (6960): 785-791.
Fehr and Rockenbach. (2004). "Human Altruism: Economic, Neural, and Evolutionary Perspectives." *Current Opinion in Neurobiology* **14** (6): 784-790.
Ferraro and Cummings. (2007). "Cultural Diversity, Discrimination, and Economic Outcomes: An Experimental Analysis." *Economic Inquiry* **45** (2): 217-232.
Forsythe, et al. (1994). "Fairness in Simple Bargaining Experiments." *Games and Economic Behavior* **6** (3): 347-369.
Fowler. (2006). "Altruism and Turnout." *Journal of Politics* **68** (3): 674-683.
Fréchette and Yuksel. (2017). "Infinitely Repeated Games in the Laboratory: Four Perspectives on Discounting and Random Termination." *Experimental Economics* **20** (2): 279-308.
Frey and Bohnet. (1995). "Institutions Affect Fairness: Experimental Investigations." *Journal of Institutional and Theoretical Economics v151* **n2**: 286-303.
Frohlich and Oppenheimer. (2006). "Skating on Thin Ice - Cracks in the Public Choice Foundation." *Journal of Theoretical Politics* **18** (3): 235-266.
Frohlich, et al. (2001). "Some Doubts About Measuring Self-Interest Using Dictator Experiments: The Costs of Anonymity." *Journal of Economic Behavior and Organization v46* **n3**: 271-290.
Fukui, et al. (2006). "The Neural Basis of Social Tactics: An Fmri Study." *Neuroimage* **32** (2): 913-920.
Gale, et al. (1995). "Learning to Be Imperfect - the Ultimatum Game." *Games and Economic Behavior* **8** (1): 56-90.
Galinsky, et al. (2008). "Why It Pays to Get inside the Head of Your Opponent - the Differential Effects of Perspective Taking and Empathy in Negotiations." *Psychological Science* **19** (4): 378-384.
Gigerenzer and Gigerenzer. (2005). "Is the Ultimatum Game a Three-Body Affair?" *Behavioral and Brain Sciences* **28** (6): 823-+.
Goeree and Holt. (2005). "An Experimental Study of Costly Coordination." *Games and Economic Behavior* **51** (2): 349-364.

Goldberg, et al. (2005). "Symmetry and the Illusion of Control as Bases for Cooperative Behavior." *Rationality and Society* **17** (2): 243-270.

Gowdy, et al. (2003). "Fairness and Retaliation in a Rural Nigerian Village." *Journal of Economic Behavior and Organization v52* **n4**: 469-479.

Gummerum, et al. (2004). "How Do Children Play Dictator and Ultimatum Game? The Influence of Psychological Variables on the Behavior of Individuals and Groups." *International Journal of Psychology* **39** (5-6): 565-565.

Gurven. (2004). "Economic Games among the Amazonian Tsimane: Exploring the Roles of Market Access, Costs of Giving, and Cooperation on Pro-Social Game Behavior." *Experimental Economics v7* **n1**: 5-24.

Güth and Levati. (2007). "Listen: I Am Angry! An Experiment Comparing Ways of Revealing Emotions." SSRN

Guth, et al. (1982). "An Experimental Analysis of Ultimatum Bargaining." *Journal of Economic Behavior and Organization* **3** (4): 367-388.

Guth, et al. (2001). "The Relevance of Equal Splits in Ultimatum Games." *Games and Economic Behavior* **37** (1): 161-169.

Guth. (1995). "On Ultimatum Bargaining Experiments - a Personal Review." *Journal of Economic Behavior & Organization* **27** (3): 329-344.

Habyarimana, et al. (2006). "Social Focal Points." Georgetown University

Handgraaf, et al. (2003). "The Salience of a Recipient's Alternatives: Inter- and Intrapersonal Comparison in Ultimatum Games." *Organizational Behavior and Human Decision Processes* **90** (1): 165-177.

Hardy-Vallee and Thagard. (2008). "How to Play the Ultimatum Game: An Engineering Approach to Metanormativity." *Philosophical Psychology* **21** (2): 173-192.

Hauk and Nagel. (2001). "Choice of Partners in Multiple Two-Person Prisoner's Dilemma Games." *Journal of Conflict Resolution* **45** (6): 770-793.

Hennig-Schmidt, et al. (2008). "Why People Reject Advantageous Offers - Non-Monotonic Strategies in Ultimatum Bargaining Evaluating a Video Experiment Run in Pr China." *Journal of Economic Behavior & Organization* **65**: 373-384.

Henrich, et al. (2001). "Cooperation, Reciprocity and Punishment in Fifteen Small-Scale Societies." *American Economic Review* **91** (2): 73-78.

Henrich, et al. (2006). "Costly Punishment across Human Societies." *Science* **312** (5781): 1767.

Henrich. (2000). "Does Culture Matter in Economic Behavior? Ultimatum Game Bargaining among the Machiguenga of the Peruvian Amazon." *American Economic Review* **90** (4): 973-979.

Hess, et al. (2007). "Coordination of Strategic Responses to Security Threats: Laboratory Evidence." *Experimental Economics* **10** (3): 235-250.

Hoffman, et al. (1994). "Preference, Property Rights and Anonymity in Bargaining Games." *Games and Economic Behavior* **7** (3): 346-380.

Hoffman, et al. (1996). "On Expectations and the Monetary Stakes in Ultimatum Games." *International Journal of Game Theory* **25** (3): 289-301.

Hoffmann and Tee. (2006). "Adolescent-Adult Interactions and Culture in the Ultimatum Game." *Journal of Economic Psychology* **27** (1): 98-116.

Holm and Engseld. (2005). "Choosing Bargaining Partners - an Experimental Study on the Impact of Information About Income, Status and Gender." *Experimental Economics* **8** (3): 183-216.

Janssen. (2008). "Evolution of Cooperation in a One-Shot Prisoner's Dilemma Based on Recognition of Trustworthy and Untrustworthy Agents." *Journal of Economic Behavior and Organization* **65** (3): 458-471.

Jensen, et al. (2007). "Chimpanzees Are Rational Maximizers in an Ultimatum Game." *Science* **318** (5847): 107-109.

Johannesson and Persson. (2000). "Non-Reciprocal Altruism in Dictator Games." *Economics Letters v69* **n2**: 137-142.

Kagel, et al. (1996). "Fairness in Ultimatum Games with Asymmetric Information and Asymmetric Payoffs." *Games and Economic Behavior* **13** (1): 100-110.

Kahn, et al. (1971). "Cooperation and Optimal Responding in the Prisoner's Dilemma Game: Effects of Sex and Physical Attractiveness." *Journal of Personality & Social Psychology* **17** (3): 267-279.

Kirchsteiger. (1994). "The Role of Envy in Ultimatum Games." *Journal of Economic Behavior & Organization* **25** (3): 373-389.

Kuang, et al. (2007). "How Effective Is Advice from Interested Parties? An Experimental Test Using a Pure Coordination Game." *Journal of Economic Behavior & Organization* **62** (4): 591-604.

Kuwabara. (2005). "Nothing to Fear but Fear Itself: Fear of Fear, Fear of Greed and Gender Effects in Two-Person Asymmetric Social Dilemmas." *Social Forces* **84** (2): 1257-1272.

Ledyard. (1995). "Public Goods: A Survey of Experimental Research." *Handbook of Experimental Economics*: 111-194. Princeton, NJ: Princeton University Press

Lesorogol. (2007). "Bringing Norms in - the Role of Context in Experimental Dictator Games." *Current Anthropology* **48**: 920-926.

List and Cherry. (2008). "Examining the Role of Fairness in High Stakes Allocation Decisions." *Journal of Economic Behavior and Organization v65* **n1**: 1-8.

List. (2006). "Friend or Foe? A Natural Experiment of the Prisoner's Dilemma." *Review of Economics and Statistics* **88** (3): 463-471.

Lusk and Hudson. (2004). "Effect of Monitor-Subject Cheap Talk on Ultimatum Game Offers." *Journal of Economic Behavior & Organization* **54** (3): 439-443.

McAdams and Nadler. (2005). "Testing the Focal Point Theory of Legal Compliance: The Effect of Third-Party Expression in an Experimental Hawk/Dove Game." *Journal of Empirical Legal Studies* **2** (1): 87-123.

McGillivray and Smith. (2005). "The Impact of Leadership Turnover and Domestic Institutions on International Cooperation." *Journal of Conflict Resolution* **49** (5): 639-660.

Messick, et al. (1997). "Ultimatum Bargaining with a Group: Underestimating the Importance of the Decision Rule." *Organizational Behavior and Human Decision Processes* **69** (2): 87-101.

Milinski. (1987). "Tit-for-Tat in Sticklebacks and the Evolution of Cooperation." *Nature* **325** (6103): 433-435.

Mitzkewitz and Nagel. (1993). "Experimental Results on Ultimatum Games with Incomplete Information." *International Journal of Game Theory* **22** (2): 171-198.

Munier and Zaharia. (2002). "High Stakes and Acceptance Behavior in Ultimatum Bargaining: A Contribution from an International Experiment." *Theory and Decision* **53** (3): 187-207.

Murnighan, et al. (2001). "Player Types and Self-Impression Management in Dictatorship Games: Two Experiments." *Games and Economic Behavior* **37** (2): 388-414.

Myagkov and Orbell. (2006). "Mindreading and Manipulation in an Ecology of Prisoner's Dilemma Games: Laboratory Experiments." *Journal of Bioeconomics* **8** (1): 67-83.

Neugebauer, et al. (2008). "Fairness and Reciprocity in the Hawk-Dove Game." *Journal of Economic Behavior & Organization* **66** (2): 243-250.

Ohmura and Yamagishi. (2005). "Why Do People Reject Unintended Inequity? Responders' Rejection in a Truncated Ultimatum Game." *Psychological Reports* **96** (2): 533-541.

Oosterbeek, et al. (2004). "Cultural Differences in Ultimatum Game Experiments: Evidence from a Meta-Analysis." *Experimental Economics* **7** (2): 171-188.

Oxoby and McLeish. (2004). "Sequential Decision and Strategy Vector Methods in Ultimatum Bargaining: Evidence on the Strength of Other-Regarding Behavior." *Economics Letters* **84** (3): 399-405.

Oxoby and Spraggon. (2008). "Mine and Yours: Property Rights in Dictator Games." *Journal of Economic Behavior and Organization v65* **n3-4**: 703-713.

Piazza and Bering. (2008). "Concerns About Reputation Via Gossip Promote Generous Allocations in an Economic Game." *Evolution and Human Behavior* **29** (3): 172-178.

Poulsen and Tan. (2007). "Information Acquisition in the Ultimatum Game: An Experimental Study." *Experimental Economics* **10** (4): 391-409.

Poulsen. (2007). "Information and Endogenous First Mover Advantages in the Ultimatum Game: An Evolutionary Approach." *Journal of Economic Behavior & Organization* **64** (1): 129-143.

Rankin. (2003). "Communication in Ultimatum Games." *Economics Letters* **81** (2): 267-271.

Rankin. (2006). "Requests and Social Distance in Dictator Games." *Journal of Economic Behavior and Organization v60* **n1**: 27-36.

Rapoport and Chammah. (1965). "Prisoner's Dilemma; a Study in Conflict and Cooperation.". Ann Arbor: University of Michigan Press

Rapoport and Sundali. (1996). "Ultimatums in Two-Person Bargaining with One-Sided Uncertainty: Offer Games." *International Journal of Game Theory* **25** (4): 475-494.

Reuben and Suetens. (2008). "Conditional Cooperation: Disentangling Strategic from Non-Strategic Motivations." *Tilburg University, Center for Economic Research, Discussion Paper* (2008-33).

Reuben and van Winden. (2008). "Social Ties and Coordination on Negative Reciprocity: The Role of Affect." *Journal of Public Economics* **92** (1-2): 34-53.

Robert and Carnevale. (1997). "Group Choice in Ultimatum Bargaining." *Organizational Behavior and Human Decision Processes* **72** (2): 256-279.

Ruffle. (1998). "More Is Better, but Fair Is Fair: Tipping in Dictator and Ultimatum Games." *Games and Economic Behavior v23* **n2**: 247-265.

Sally. (2005). "Can I Say "Bobobo" and Mean "There's No Such Thing as Cheap Talk"?" *Journal of Economic Behavior & Organization* **57** (3): 245-266.

Sautter, et al. (2007). "A Dual-Edged Sword: Empathy and Collective Action in the Prisoner's Dilemma." *Annals of the American Academy of Political and Social Science* **614**: 154-171.

Schmitt. (2004). "On Perceptions of Fairness: The Role of Valuations, Outside Options, and Information in Ultimatum Bargaining Games." *Experimental Economics* **7** (1): 49-73.

Schotter and Sopher. (2006). "Trust and Trustworthiness in Games: An Experimental Study of Intergenerational Advice." *Experimental Economics* **9** (2): 123-145.

Schotter and Sopher. (2007). "Advice and Behavior in Intergenerational Ultimatum Games: An Experimental Approach." *Games and Economic Behavior* **58** (2): 365-393.

Schotter, et al. (1996). "Fairness and Survival in Ultimatum and Dictatorship Games." *Journal of Economic Behavior & Organization* **31** (1): 37-56.

Seinen and Schram. (2006). "Social Status and Group Norms: Indirect Reciprocity in a Repeated Helping Experiment." *European Economic Review* **50** (3): 581-602.

Selten and Warglien. (2007). "The Emergence of Simple Languages in an Experimental Coordination Game." *Proceedings of the National Academy of Sciences of the United States of America* **104** (18): 7361-7366.

Shariff and Norenzayan. (2007). "God Is Watching You: Priming God Concepts Increases Prosocial Behavior in an Anonymous Economic Game." *Psychological Science* **18** (9): 803-809.

Silk. (2007). "Chimps Don't Just Get Mad, They Get Even." *Proceedings of the National Academy of Sciences* **104** (34): 13537-13538.

Simpson, et al. (2007). "Are Blacks Really Less Trusting Than Whites? Revisiting the Race and Trust Question." *Social Forces* **86** (2): 525-552.

Simpson. (2006). "Social Identity and Cooperation in Social Dilemmas." *Rationality and Society* **18** (4): 443-470.

Slonim and Roth. (1998). "Learning in High Stakes Ultimatum Games: An Experiment in the Slovak Republic." *Econometrica* **66** (3): 569-596.

Small and Loewenstein. (2003). "Helping a Victim or Helping the Victim: Altruism and Identifiability." *Journal of Risk and Uncertainty* **26** (1): 5-16.

Solnick and Schweitzer. (1999). "The Influence of Physical Attractiveness and Gender on Ultimatum Game Decisions." *Organizational Behavior and Human Decision Processes* **79** (3): 199-215.

Solnick. (2001). "Gender Differences in the Ultimatum Game." *Economic Inquiry* **39** (2): 189-200.

Song, et al. (2004). "Other-Regarding Behavior and Behavioral Forecasts: Females Versus Males as Individuals and as Group Representatives." *International Journal of Conflict Management* **15** (4): 340-363.

Stockard, et al. (2007). "The Use of Mixed Models in a Modified Iowa Gambling Task and a Prisoner's Dilemma Game." *Judgment and Decision Making* **2** (1): 9-22.

Straub and Murnighan. (1995). "An Experimental Investigation of Ultimatum Games - Information, Fairness, Expectations, and Lowest Acceptable Offers." *Journal of Economic Behavior & Organization* **27** (3): 345-364.

Suleiman. (1996). "Expectations and Fairness in a Modified Ultimatum Game." *Journal of Economic Psychology* **17** (5): 531-554.

Sulkin and Simon. (2001). "Habermas in the Lab: A Study of Deliberation in an Experimental Setting." *Political Psychology* **22** (4): 809-826.

Sutter, et al. (2003). "Bargaining under Time Pressure in an Experimental Ultimatum Game." *Economics Letters* **81** (3): 341-347.

Sutter. (2007). "Outcomes Versus Intentions: On the Nature of Fair Behavior and Its Development with Age." *Journal of Economic Psychology* **28** (1): 69-78.

Takezawa, et al. (2006). "A Stage for the Rational Tail of the Emotional Dog: Roles of Moral Reasoning in Group Decision Making." *Journal of Economic Psychology v27* **n1**: 117-139.

Tan and Zizzo. (2008). "Groups, Cooperation and Conflict in Games." *Journal of Socio-Economics* **37** (1): 1-17.

Tompkinson and Bethwaite. (1995). "The Ultimatum Game - Raising the Stakes." *Journal of Economic Behavior & Organization* **27** (3): 439-451.

Van den Bergh, et al. (2006). "Are Prosocials Unique in Their Egalitarianism? The Pursuit of Equality in Outcomes among Individualists." *Personality and Social Psychology Bulletin* **32** (9): 1219-1231.

Van Huyck, et al. (1990). "Tacit Coordination Games, Strategic Uncertainty and Coordination Failure." *American Economic Review* **80** (2): 234-248.

Van Huyck, et al. (2007). "Evidence on Learning in Coordination Games." *Experimental Economics* **10** (3): 205-220.

Weg and Smith. (1993). "On the Failure to Induce Meager Offers in Ultimatum Games." *Journal of Economic Psychology* **14** (1): 17-32.

Wilson and Rhodes. (1997). "Leadership and Credibility in N-Person Coordination Games." *Journal Of Conflict Resolution* **41** (6): 767-791.

Yamagishi and Mifune. (2008). "Does Shared Group Membership Promote Altruism?: Fear, Greed, and Reputation." *Rationality and Society* **20** (1): 5-30.

Zaatari and Trivers. (2007). "Fluctuating Asymmetry and Behavior in the Ultimatum Game in Jamaica." *Evolution and Human Behavior* **28** (4): 223-227.

Zhong, et al. (2007). "Speaking the Same Language: The Cooperative Effects of Labeling in the Prisoner's Dilemma." *Journal of Conflict Resolution* **51** (3): 431-456.

Zollman. (2005). "Talking to Neighbors: The Evolution of Regional Meaning." *Philosophy of Science* **72** (1): 69-85. Philosophy of Science Association

April 7 (Week 11)
Trust

Berg, et al. (1995). "Trust, Reciprocity, and Social History." *Games and Economic Behavior* **10** (1): 122-142.
Bohnet, et al. (2001). "More Order with Less Law: On Contract Enforcement, Trust, and Crowding." *American Political Science Review* **95** (1): 131-144.
Wilson and Eckel. (2006). "Judging a Book by Its Cover: Beauty and Expectations in the Trust Game." *Political Research Quarterly* **59** (2): 189-202.
Druckman, et al. (2011). "Cambridge Handbook of Experimental Political Science." Cambridge: Cambridge University Press. Wilson and Eckel chapter
Iyengar and Westwood. (2015). "Fear and Loathing across Party Lines: New Evidence on Group Polarization." *American Journal of Political Science* **59** (3): 690-707. Wiley Online Library
Carlin, et al. (2020). "Political Competition, Partisanship, and Interpersonal Trust under Party Dominance: Evidence from Post-Apartheid South Africa." *Journal of Experimental Political Science* **7** (2): 101-111. Cambridge University Press

Suggested:

Albert, et al. (2007). "Are We Nice(R) to Nice(R) People? - an Experimental Analysis." *Experimental Economics* **10** (1): 53-69.
Anderhub, et al. (2002). "An Experimental Study of the Repeated Trust Game with Incomplete Information." *Journal of Economic Behavior & Organization* **48** (2): 197-216.
Anderson, et al. (2006). "Induced Heterogeneity in Trust Experiments." *Experimental Economics* **9** (3): 223-235.
Ashraf, et al. (2006). "Decomposing Trust and Trustworthiness." *Experimental Economics* **9** (3): 193-208.
Barr. (2003). "Trust and Expected Trustworthiness: Experimental Evidence from Zimbabwean Villages." *Economic Journal* **113**: 614. Blackwell Publishing Limited
Bohnet, et al. (2008). "Betrayal Aversion: Evidence from Brazil, China, Oman, Switzerland, Turkey, and the United States." *American Economic Review* **98** (1): 294-310.
Burks, et al. (2003). "Playing Both Roles in the Trust Game." *Journal of Economic Behavior & Organization* **51** (2): 195-216.
Burnham, et al. (2000). "Friend-or-Foe Intentionality Priming in an Extensive Form Trust Game." *Journal of Economic Behavior & Organization* **43** (1): 57-73.
Carlin and Love. (2013). "The Politics of Interpersonal Trust and Reciprocity: An Experimental Approach." *Political Behavior* **35** (1): 43-63.
Carpenter, et al. (2004). "Cooperation, Trust, and Social Capital in Southeast Asia Urban Slums." *Journal of Economic Behavior and Organization* **55** (4): 533-551.
Chaudhuri and Gangadharan. (2007). "An Experimental Analysis of Trust and Trustworthiness." *Southern Economic Journal* **73** (4): 959-985.

Cochard, et al. (2004). "Trusting Behavior in a Repeated Investment Game." *Journal of Economic Behavior & Organization* **55** (1): 31-44.

Colombo and Merzoni. (2006). "In Praise of Rigidity: The Bright Side of Long-Term Contracts in Repeated Trust Games." *Journal of Economic Behavior & Organization* **59** (3): 349-373.

Cox and Deck. (2006). "Assigning Intentions When Actions Are Unobservable: The Impact of Trembling in the Trust Game." *Southern Economic Journal* **73** (2): 307-314.

Cronk. (2007). "The Influence of Cultural Framing on Play in the Trust Game: A Maasai Example." *Evolution and Human Behavior* **28** (5): 352-358.

Danielson and Holm. (2007). "Do You Trust Your Brethren? Eliciting Trust Attitudes and Trust Behavior in a Tanzanian Congregation." *Journal of Economic Behavior & Organization* **62** (2): 255-271.

DeBruine. (2002). "Facial Resemblance Enhances Trust." *Proceedings of the Royal Society of London Series B-Biological Sciences* **269** (1498): 1307-1312.

Eckel and Wilson. (2004). "Is Trust a Risky Decision?" *Journal of Economic Behavior & Organization* **55** (4): 447-465.

Engle-Warnick and Slonim. (2004). "The Evolution of Strategies in a Repeated Trust Game." *Journal of Economic Behavior & Organization* **55** (4): 553-573.

English. (2012). "Demystifying Trust: Experimental Evidence from Cambodia and Thailand." *Journal of Theoretical Politics* **24** (2): 172-209.

Gachter, et al. (2004). "Trust, Voluntary Cooperation, and Socio-Economic Background: Survey and Experimental Evidence." *Journal of Economic Behavior & Organization* **55** (4): 505-531.

Guerra and Zizzo. (2004). "Trust Responsiveness and Beliefs." *Journal of Economic Behavior & Organization* **55** (1): 25-30.

Hancock and DeBruine. (2003). "What's a Face Worth: Noneconomic Factors in Game Playing." *Behavioral and Brain Sciences* **26** (2): 162-+.

Holm and Danielson. (2005). "Tropic Trust Versus Nordic Trust: Experimental Evidence from Tanzania and Sweden." *Economic Journal* **115** (503): 505-532.

Holm and Nystedt. (2005). "Intra-Generational Trust - a Semi-Experimental Study of Trust among Different Generations." *Journal of Economic Behavior & Organization* **58** (3): 403-419.

Hong and Bohnet. (2007). "Status and Distrust: The Relevance of Inequality and Betrayal Aversion." *Journal of Economic Psychology* **28** (2): 197-213.

Johansson-Stenman, et al. (2005). "Does Stake Size Matter in Trust Games?" *Economics Letters* **88** (3): 365-369.

Kiyonari, et al. (2006). "Does Trust Beget Trustworthiness? Trust and Trustworthiness in Two Games and Two Cultures: A Research Note." *Social Psychology Quarterly* **69** (3): 270-283.

Krumhuber, et al. (2007). "Facial Dynamics as Indicators of Trustworthiness and Cooperative Behavior." *Emotion* **7** (4): 730-735.

Kugler, et al. (2007). "Trust between Individuals and Groups: Groups Are Less Trusting Than Individuals but Just as Trustworthy." *Journal of Economic Psychology* **28** (6): 646-657.

McCabe, et al. (2003). "Positive Reciprocity and Intentions in Trust Games." *Journal of Economic Behavior & Organization* **52** (2): 267-275.

Rainer and Siedler. (2009). "Does Democracy Foster Trust?" *Journal of Comparative Economics* **37** (2): 251-269.

Richell, et al. (2005). "Trust and Distrust: The Perception of Trustworthiness of Faces in Psychopathic and Non-Psychopathic Offenders." *Personality and Individual Differences* **38** (8): 1735-1744.

Rigdon, et al. (2007). "Sustaining Cooperation in Trust Games." *Economic Journal* **117** (522): 991-1007.

Rothstein. (2000). "Trust, Social Dilemmas and Collective Memories." *Journal of Theoretical Politics* **12** (4): 477-501.

Samii. (2013). "Perils or Promise of Ethnic Integration? Evidence from a Hard Case in Burundi." *American Political Science Review* **107** (3): 558-573.

Scharlemann, et al. (2001). "The Value of a Smile: Game Theory with a Human Face." *Journal of Economic Psychology* **22** (5): 617-640.

Schechter. (2007). "Traditional Trust Measurement and the Risk Confound: An Experiment in Rural Paraguay." *Journal of Economic Behavior & Organization* **62** (2): 272-292.

Simpson, et al. (2007). "Are Blacks Really Less Trusting Than Whites? Revisiting the Race and Trust Question." *Social Forces* **86** (2): 525-552.

Snijders and Keren. (1999). "Determinants of Trust." *Games and Behavior: Essays in Honor of Amnon Rapoport*: 355-383. Mahwah, NJ: Lawrence Erlbaum Associates, Inc.

Song. (2008). "Trust and Reciprocity Behavior and Behavioral Forecasts: Individuals Versus Group-Representatives." *Games and Economic Behavior* **62** (2): 675-696.

Sutter and Kocher. (2007). "Trust and Trustworthiness across Different Age Groups." *Games and Economic Behavior* **59** (2): 364-382.

Sutter and Kocher. (2007). "Trust and Trustworthiness across Different Age Groups." *Games and Economic Behavior* **59** (2): 364-382.

Svensson and Brouneus. (2013). "Dialogue and Interethnic Trust: A Randomized Field Trial of "Sustained Dialogue' in Ethiopia." *Journal of Peace Research* **50** (5): 563-575.

Willinger, et al. (2003). "A Comparison of Trust and Reciprocity between France and Germany: Experimental Investigation Based on the Investment Game." *Journal of Economic Psychology* **24** (4): 447-466.

Zhong, et al. (2007). "Speaking the Same Language: The Cooperative Effects of Labeling in the Prisoner's Dilemma." *Journal of Conflict Resolution* **51** (3): 431-456.

April 14 (Week 12)
Public Goods and CPRs

Kanthak and Woon. (2015). "Women Don't Run? Election Aversion and Candidate Entry." *American Journal Of Political Science* **59** (3): 595-612.
Habyarimana, et al. (2007). "Why Does Ethnic Diversity Undermine Public Goods Provision?" *American Political Science Review* **101** (4): 709-725.
Ostrom, et al. (1992). "Covenants with and without a Sword: Self-Governance Is Possible." *American Political Science Review* **86** (2): 404-417.
Wilson. (2014). "Elinor Ostrom's Challenge for Laboratory Experiments." *Journal of Natural Resources Policy Research* **6** (4): 279-283.
Eckel, et al. (2016). "Group-Level Selection Increases Cooperation in the Public Goods Game." *PLoS ONE* **11** (8).
Chaudhary, et al. (2020). "Culture and Colonial Legacy: Evidence from Public Goods Games." *Journal of Economic Behavior & Organization* **173**: 107-129.

Suggested:

Alencar, et al. (2008). "Does Group Size Matter? Cheating and Cooperation in Brazilian School Children." *Evolution and Human Behavior* **29** (1): 42-48.
Andreoni and Miller. (2002). "Giving According to Garp: An Experimental Test of the Consistency of Preferences for Altruism." *Econometrica* **70** (2): 737-753.
Andreoni and Petrie. (2004). "Public Goods Experiments without Confidentiality: A Glimpse into Fund-Raising." *Journal of Public Economics* **88** (7-8): 1605-1623.
Andreoni and Petrie. (2008). "Beauty, Gender and Stereotypes: Evidence from Laboratory Experiments." *Journal of Economic Psychology* **29** (1): 73-93.
Andreoni, et al. (2003). "The Carrot or the Stick: Rewards, Punishments and Cooperation." *American Economic Review* **93** (3): 892-902.
Andreoni. (1988). "Why Free Ride? Strategies and Learning in Public Goods Experiments." *Journal of Public Economics* **37**: 291-304.
Andreoni. (1990). "Impure Altruism and Donations to Public Goods: A Theory of Warm Glow Giving." *Economic Journal* **100**: 464-477.
Au and Chung. (2006). "Effect of Order of Contribution in a Sequential Public Goods Dilemma." *Group Decision and Negotiation* **16** (5): 437-449.
Balliet and Van Lange. (2013). "Trust, Punishment, and Cooperation across 18 Societies: A Meta-Analysis." *Perspectives on Psychological Science* **8** (4): 363-379.
Balliet, et al. (2011). "Sex Differences in Cooperation: A Meta-Analytic Review of Social Dilemmas." American Psychological Association
Balliet. (2010). "Communication and Cooperation in Social Dilemmas: A Meta-Analytic Review." *Journal of Conflict Resolution* **54** (1): 39-57.
Barclay. (2006). "Reputational Benefits for Altruistic Punishment." *Evolution and Human Behavior* **27** (5): 325-344.

Bochet, et al. (2006). "Communication and Punishment in Voluntary Contribution Experiments." *Journal of Economic Behavior & Organization* **60** (1): 11-26.

Brewer and Kramer. (1986). "Choice Behavior in Social Dilemmas: Effect of Social Identity, Group Size, and Decision Framing." *Journal of Personality and Social Psychology* **50**: 543-549.

Brucks and Van Lange. (2007). "When Prosocials Act Like Proselfs in a Commons Dilemma." *Personality and Social Psychology Bulletin* **33** (5): 750-758.

Burton-Chellew, et al. (2016). "Conditional Cooperation and Confusion in Public-Goods Experiments." *Proceedings of the National Academy of Sciences* **113** (5): 1291-1296.

Butts and Rode. (2007). "Rational and Empirical Play in the Simple Hot Potato Game." *Social Forces* **85** (4): 1787-1806.

Cadsby, et al. (2007). "Cross-National Gender Differences in Behavior in a Threshold Public Goods Game: Japan Versus Canada." *Journal of Economic Psychology* **28** (2): 242-260.

Cardenas and Ostrom. (2004). "What Do People Bring into the Game? Experiments in the Field About Cooperation in the Commons." *Agricultural Systems* **82** (3): 307-326.

Carpenter, et al. (2006). "Space, Trust, and Communal Action: Results from Field Experiments in Southeast Asia." *Journal of Regional Science* **46** (4): 681-705.

Casari and Plott. (2003). "Decentralized Management of Common Property Resources: Experiments with a Centuries-Old Institution." *Journal of Economic Behavior and Organization* **51** (2): 217-247.

Casari. (2005). "On the Design of Peer Punishment Experiments." *Experimental Economics* **8**: 107-115.

Chaudhuri, et al. (2006). "Social Learning and Norms in a Public Goods Experiment with Inter-Generational Advice1." *Review of Economic Studies* **73** (2): 357-380.

Chaudhuri. (2011). "Sustaining Cooperation in Laboratory Public Goods Experiments: A Selective Survey of the Literature." *Experimental Economics* **14** (1): 47-83.

Cinyabuguma, et al. (2005). "Cooperation under the Threat of Expulsion in a Public Goods Experiment." *Journal of Public Economics* **89** (8): 1421-1435.

Croson. (2007). "Theories of Commitment, Altruism and Reciprocity: Evidence from Linear Public Goods Games." *Economic Inquiry* **45** (3): 199-216.

Dannenberg. (2012). "Coalition Formation and Voting in Public Goods Games." *Strategic Behavior and the Environment* **2** (1): 83-105.

Dawes, et al. (1986). "Organizing Groups for Collective Action." *American Political Science Review* **80** (4): 1171-1185.

Dawes, et al. (1988). "Not Me or Thee but We - the Importance of Group Identity in Eliciting Cooperation in Dilemma Situations - Experimental Manipulations." *Acta Psychologica* **68** (1-3): 83-97.

Dawes. (1980). "Social Dilemmas." *Annual Review of Psychology* **31**: 169-193.

Dionisio and Gordo. (2006). "The Tragedy of the Commons, the Public Goods Dilemma, and the Meaning of Rivalry and Excludability in Evolutionary Biology." *Evolutionary Ecology Research* **8**: 321-332.

Falk and Fischbacher. (2006). "A Theory of Reciprocity." *Games and Economic Behavior* **54** (2): 293-315.

Fearon, et al. (2015). "How Does Development Assistance Affect Collective Action Capacity: Results from a Field Experiment in Post-Conflict Liberia." *American Political Science Review* **109** (3): 450-469.

Fehr and Gächter. (2000). "Cooperation and Punishment in Public Goods Experiments." *American Economic Review* **90** (4): 980-994.

Fischer, et al. (2004). "An Intergenerational Common Pool Resource Experiment." *Journal of Environmental Economics and Management* **48** (2): 811-836.

Fowler and Christakis. (2010). "Cooperative Behavior Cascades in Human Social Networks." *Proceedings of the National Academy of Sciences* **107** (12): 5334-5338.

Fowler. (2005). "Altruistic Punishment and the Origin of Cooperation." *Proceedings of the National Academy of Sciences* **102** (19): 7047-7049.

Frechette, et al. (2012). "Pork Versus Public Goods: An Experimental Study of Public Good Provision within a Legislative Bargaining Framework." *Economic Theory* **49** (3): 779-800.

Gonzalez, et al. (2005). "When Does the Game End? Public Goods Experiments with Non-Definite and Non-Commonly Known Time Horizons." *Economics Letters* **88** (2): 221-226.

Grossman and Baldassarri. (2012). "The Impact of Elections on Cooperation: Evidence from a Lab-in-the-Field Experiment in Uganda." *American Journal of Political Science* **56** (4): 964-985.

Gunnthorsdottir and Rapoport. (2006). "Embedding Social Dilemmas in Intergroup Competition Reduces Free-Riding." *Organizational Behavior and Human Decision Processes* **101** (2): 184-199.

Habyarimana, et al. (2009). "The Co-Ethnic Advantage: Diversity and the Impediments to Collective Action." New York: Russell Sage Foundation

Halevy, et al. (2008). ""In-Group Love" and "out-Group Hate" as Motives for Individual Participation in Intergroup Conflict: A New Game Paradigm." *Psychological Science* **19** (4): 405-411.

Hardin. (1971). "Collective Action as an Agreeable N-Prisoner's Dilemma." *Behavioral Science* **16** (5): 472-481.

Isaac, et al. (1984). "Divergent Evidence on Free Riding: An Experimental Examination of Possible Explanations." *Public Choice* **43** (4): 113-149.

Kitts. (2006). "Collective Action, Rival Incentives, and the Emergence of Antisocial Norms." *American Sociological Review* **71** (2): 235-259.

Kollock. (1998). "Social Dilemmas: The Anatomy of Cooperation." *Annual Review of Sociology* **24**: 183-214.

Kramer and Brewer. (1984). "Effects of Group Identity on Resource Use in a Simulated Commons Dilemma." *Journal of Personality and Social Psychology* **46** (5): 1044-1057.

Kümmerli, et al. (2010). "Resistance to Extreme Strategies, Rather Than Prosocial Preferences, Can Explain Human Cooperation in Public Goods Games." *Proceedings of the National Academy of Sciences* **107** (22): 10125-10130.

Lichbach. (1995). "The Rebel's Dilemma." Ann Arbor: University of Michigan Press

Liebrand and van Run. (1985). "The Effects of Social Motives on Behavior in Social Dilemmas in Two Cultures." *Journal of Experimental Social Psychology* **21**: 86-102.

Messick and Brewer. (1983). "Solving Docial Dilemmas: A Review." *Review of Personality and Social Psychology* **4** (1): 11-44.

Olken. (2010). "Direct Democracy and Local Public Goods: Evidence from a Field Experiment in Indonesia." *American Political Science Review* **104** (2): 243-267.

Ostrom, et al. (1994). "Rules, Games and Common-Pool Resources.". Ann Arbor: University of Michigan Press

Ostrom. (2000). "Collective Action and the Evolution of Social Norms." *Journal of Economic Perspectives* **14** (3): 137-158.

Page, et al. (2005). "Voluntary Association in Public Goods Experiments: Reciprocity, Mimicry and Efficiency." *Economic Journal* **115** (506): 1032-1053.

Prediger, et al. (2011). "The Impact of Culture and Ecology on Cooperation in a Common-Pool Resource Experiment." *Ecological Economics* **70** (9): 1599-1608.

Puurtinen, et al. (2015). "The Joint Emergence of Group Competition and within-Group Cooperation." *Evolution and Human Behavior* **36** (3): 211-217.

Rapoport. (1988). "Experiments with N-Person Social Traps I: Prisoner's Dilemma, Weak Prisoner's Dilemma, Volunteer's Dilemma, and Largest Number." *Journal of Conflict Resolution* **32** (3): 457-472.

Sally. (1995). "Conversation and Cooperation in Social Dilemmas: A Meta-Analysis of Experiments from 1958 to 1992." *Rationality and Society* **7** (1): 58-92.

Sefton, et al. (2007). "The Effect of Rewards and Sanctions in Provision of Public Goods." *Economic Inquiry* **45** (4): 671-690.

Sell, et al. (1993). "Are Women More Cooperative Than Men in Social Dilemmas? Evidence from Two Experiments." *Social Psychology Quarterly* **56** (September): 211-222.

Shami. (2012). "Collective Action, Clientelism, and Connectivity." *American Political Science Review* **106** (3): 588-606.

Shinada and Yamagishia. (2007). "Punishing Free Riders: Direct and Indirect Promotion of Cooperation." *Evolution and Human Behavior* **28** (5): 330-339.

Simpson. (2003). "Sex, Fear, and Greed: A Social Dilemma Analysis of Gender and Cooperation." *Social Forces* **82** (1): 35-52.

Small and Loewenstein. (2005). "The Devil You Know: The Effects of Identifiability on Punishment." *Journal of Behavioral Decision Making* **18** (5): 311-318.

Sonnemans, et al. (2006). "On the Dynamics of Social Ties Structures in Groups." *Journal of Economic Psychology* **27** (2): 187-204.

Van Vugt, et al. (2007). "Gender Differences in Cooperation and Competition: The Male-Warrior Hypothesis." *Psychological Science* **18** (1): 19-23.

Wilson and Sell. (1997). "'Liar, Liar ...' Cheap Talk and Reputation in Repeated Public Goods Settings." *Journal of Conflict Resolution* **41** (5): 695-717.

Zelmer. (2003). "Linear Public Goods Experiments: A Meta-Analysis." *Experimental Economics* **6** (3): 299-310.

April 21 (Week 13)
Neuro/Genetic

Gruszczynski, et al. (2013). "The Physiology of Political Participation." *Political Behavior* **35** (1): 135-152.
Merolla, et al. (2013). "Oxytocin and the Biological Basis for Interpersonal and Political Trust." *Political Behavior* **35** (4): 753-776.
Klofstad. (2017). "Looks and Sounds Like a Winner: Perceptions of Competence in Candidates' Faces and Voices Influences Vote Choice." *Journal of Experimental Political Science* **4** (3): 229-240.
Settle, et al. (2017). "Negative Affectivity, Political Contention, and Turnout: A Genopolitics Field Experiment." *Political Psychology* **38** (6): 1065-1082.
Reimers, et al. (2017). "Neural Substrates of Male Parochial Altruism Are Modulated by Testosterone and Behavioral Strategy." *NeuroImage* **156**: 265-276.
Gabay, et al. (2014). "The Ultimatum Game and the Brain: A Meta-Analysis of Neuroimaging Studies." *Neuroscience & Biobehavioral Reviews* **47** (Supplement C): 549-558.

Suggested:

Balleine. (2007). "The Neural Basis of Choice and Decision Making." *Journal of Neuroscience* **27** (31): 8159-8160.
Barraclough, et al. (2004). "Prefrontal Cortex and Decision Making in a Mixed-Strategy Game." *Nature neuroscience.* **7** (4): 404-410.
Camerer, et al. (2005). "Neuroeconomics: How Neuroscience Can Inform Economics." *Journal of Economic Literature* **43** (1): 9-64.
Camerer, et al. (2016). "Neuroeconomics." *Handbook of Experimental Economics, Volume 2*: 153-216. Princeton, NJ: Princeton University Press
Cesarini, et al. (2008). "Heritability of Cooperative Behavior in the Trust Game." *Proceedings of the National Academy of Sciences of the United States of America* **105** (10): 3721-3726.
De Martino, et al. (2006). "Frames, Biases, and Rational Decision-Making in the Human Brain." *Science.* **313** (5787): 684-687.
Delgado, et al. (2005). "Perceptions of Moral Character Modulate the Neural Systems of Reward During the Trust Game." *Nature Neuroscience* **8** (11): 1611-1618.
Emanuele, et al. (2008). "Relationship between Platelet Serotonin Content and Rejections of Unfair Offers in the Ultimatum Game." *Neurosci Lett* **437** (2): 158-161.
Fehr and Camerer. (2007). "Social Neuroeconornics: The Neural Circuitry of Social Preferences." *Trends in Cognitive Sciences* **11** (10): 419-427.
Feng, et al. (2015). "Neural Signatures of Fairness-Related Normative Decision Making in the Ultimatum Game: A Coordinate-Based Meta-Analysis." *Human brain mapping* **36** (2): 591-602.
Glass, et al. (2015). "Neural Signatures of Third-Party Punishment: Evidence from Penetrating Traumatic Brain Injury." *Social cognitive and affective neuroscience* **11** (2): 253-262.

Haselhuhn and Mellers. (2005). "Emotions and Cooperation in Economic Games." *Brain Res Cogn Brain Res* **23** (1): 24-33.

Hassell and Settle. (2017). "The Differential Effects of Stress on Voter Turnout." *Political Psychology* **38** (3): 533-550.

Heberlein, et al. (2003). "Effects of Damage to Right-Hemisphere Brain Structures on Spontaneous Emotional and Social Judgments." *Political Psychology* **24** (4): 705-726.

King-Casas, et al. (2005). "Getting to Know You: Reputation and Trust in a Two-Person Economic Exchange." *Science* **308** (5718): 78-83.

Kirsch, et al. (2005). "Oxytocin Modulates Neural Circuitry for Social Cognition and Fear in Humans." *Journal of Neuroscience* **25** (49): 11489-11493.

Koenigs and Tranel. (2007). "Irrational Economic Decision-Making after Ventromedial Prefrontal Damage: Evidence from the Ultimatum Game." *The Journal of neuroscience : the official journal of the Society for Neuroscience* **27** (4): 951-956.

Kopsida, et al. (2016). "Testosterone Administration Related Differences in Brain Activation During the Ultimatum Game." *Frontiers in neuroscience* **10**.

Kosfeld, et al. (2005). "Oxytocin Increases Trust in Humans." *Nature.* **435** (7042): 673-676.

Krawczyk. (2002). "Contributions of the Prefrontal Cortex to the Neural Basis of Human Decision Making." *Neuroscience and biobehavioral reviews.* **26** (6): 631-664.

Krueger, et al. (2007). "Neural Correlates of Trust." *Proceedings of the National Academy of Sciences* **104** (50): 20084-20089.

Lee. (2008). "Game Theory and Neural Basis of Social Decision Making." *Nature Neuroscience* **11** (4): 404-409.

McCabe, et al. (2001). "A Functional Imaging Study of Cooperation in Two-Person Reciprocal Exchange." *Proceedings of the National Academy of Sciences* **98** (20): 11832.

McClure, et al. (2004). "Separate Neural Systems Value Immediate and Delayed Monetary Rewards." *Science* **306** (5695): 503-507.

Phan, et al. (2007). "Limbic Reactivity to Partner Reputation and Rejection in Social Phobia: Fmrl of the Trust Game." *Biological Psychiatry* **61** (8): 183S-183S.

Polezzi, et al. (2008). "Mentalizing in Economic Decision-Making." *Behav Brain Res* **190** (2): 218-223.

Rilling, et al. (2004). "The Neural Correlates of Theory of Mind within Interpersonal Interactions." *Neuroimage* **22** (4): 1694-1703.

Sally and Hill. (2006). "The Development of Interpersonal Strategy: Autism, Theory-of-Mind, Cooperation and Fairness." *Journal of Economic Psychology* **27** (1): 73-97.

Sanfey, et al. (2003). "The Neural Basis of Economic Decision-Making in the Ultimatum Game." *Science* **300** (5626): 1755-1758.

Sanfey. (2007). "Social Decision-Making: Insights from Game Theory and Neuroscience." *Science* **318** (5850): 598-602.

Scheres and Sanfey. (2006). "Individual Differences in Decision Making: Drive and Reward Responsiveness Affect Strategic Bargaining in Economic Games." *Behav Brain Funct* **2**: 35.

Singer, et al. (2004). "Brain Responses to the Acquired Moral Status of Faces." *Neuron* **41** (4): 653-662.
Spiliopoulos and Ortmann. (2017). "The Bcd of Response Time Analysis in Experimental Economics." *Experimental Economics*.
Takahashi, et al. (2005). "Interpersonal Trust and Social Stress-Induced Cortisol Elevation." *Neuroreport* **16** (2): 197-199.
Takahashi, et al. (2007). "Social Evaluation-Induced Amylase Elevation and Economic Decision-Making in the Dictator Game in Humans." *Neuroendocrinology Letters* **28**: 662-665.
Tankersley, et al. (2007). "Altruism Is Associated with an Increased Neural Response to Agency." *Nat Neurosci* **10** (2): 150-151.
Tomlin, et al. (2006). "Agent-Specific Responses in the Cingulate Cortex During Economic Exchanges." *Science* **312** (5776): 1047-1050.
Van den Bergh and Dewitte. (2006). "Digit Ratio (2d : 4d) Moderates the Impact of Sexual Cues on Men's Decisions in Ultimatum Games." *Proceedings of the Royal Society B-Biological Sciences* **273** (1597): 2091-2095.
van't Wout, et al. (2006). "Affective State and Decision-Making in the Ultimatum Game." *Experimental Brain Research* **169** (4): 564-568.
Wallace, et al. (2007). "Heritability of Ultimatum Game Responder Behavior." *Proceedings of the National Academy of Sciences of the United States of America* **104** (40): 15631-15634.
Willis and Todorov. (2006). "First Impressions: Making up Your Mind after a 100-Ms Exposure to a Face." *Psychological Science* **17** (7): 592-598.
Zak, et al. (2005). "Oxytocin Is Associated with Human Trustworthiness." *Hormones and Behavior* **48** (5): 522-527.

April 28 (Week 14)
Conclusion

Complete References

Abbink, K., B. Irlenbusch, and E. Renner. (2000) "The Moonlighting Game - an Experimental Study on Reciprocity and Retribution." *Journal of Economic Behavior & Organization* **42** (2): 265-277.

Abeler, Johannes, and Daniele Nosenzo. (2015) "Self-Selection into Laboratory Experiments: Pro-Social Motives Versus Monetary Incentives." *Experimental Economics* **18** (2): 195-214.

Agrawal, Arun, Ashwini Chhatre, and Elisabeth R. Gerber. (2015) "Motivational Crowding in Sustainable Development Interventions." *American Political Science Review* **109** (3): 470 - 487.

Ahler, Douglas J., Jack Citrin, Michael C. Dougal, and Gabriel S. Lenz. (2017) "Face Value? Experimental Evidence That Candidate Appearance Influences Electoral Choice." *Political Behavior* **39** (1): 77-102.

Ahlquist, John S. (2017) "List Experiment Design, Non-Strategic Respondent Error, and Item Count Technique Estimators." *Political Analysis*): 1-20.

Ahn, T. K., Justin Esarey, and John T. Scholz. (2009) "Reputation and Cooperation in Voluntary Exchanges: Comparing Local and Central Institutions." *Journal of Politics* **71** (2): 1-16.

Ahn, T. K., R. Mark Isaac, and Timothy C. Salmon. (2008) "Endogeneous Group Formation." *Journal of Public Economic Theory* **10** (2): 171-194.

Ahn, T. K., Myungsuk Lee, Lore Ruttan, and James Walker. (2007) "Asymmetric Payoffs in Simultaneous and Sequential Prisoner's Dilemma Games." *Public Choice* **132** (3-4): 353-366.

Albert, M., W. Guth, E. Kirchler, and B. Maciejovsky. (2007) "Are We Nice(R) to Nice(R) People? - an Experimental Analysis." *Experimental Economics* **10** (1): 53-69.

Alencar, A. I., J. D. Siqueira, and M. E. Yamamoto. (2008) "Does Group Size Matter? Cheating and Cooperation in Brazilian School Children." *Evolution and Human Behavior* **29** (1): 42-48.

Anderhub, V., D. Engelmann, and W. Guth. (2002) "An Experimental Study of the Repeated Trust Game with Incomplete Information." *Journal of Economic Behavior & Organization* **48** (2): 197-216.

Andersen, Steffen, Seda Ertaç, Uri Gneezy, Moshe Hoffman, and John A List. (2011) "Stakes Matter in Ultimatum Games." *The American Economic Review* **101** (7): 3427-3439.

Anderson, L. R., J. M. Mellor, and J. Milyo. (2006) "Induced Heterogeneity in Trust Experiments." *Experimental Economics* **9** (3): 223-235.

Andrade, Eduardo B., and Teck Ho. "Gaming Emotions." University of California, Berkeley, 2008.

Andreoni, J., and E. Blanchard. (2006) "Testing Subgame Perfection Apart from Fairness in Ultimatum Games." *Experimental Economics* **9** (4): 307-321.

Andreoni, J., M. Castillo, and R. Petrie. (2003) "What Do Bargainers' Preferences Look Like? Experiments with a Convex Ultimatum Game." *American Economic Review* **93** (3): 672-685.

Andreoni, James. (1990) "Impure Altruism and Donations to Public Goods: A Theory of Warm Glow Giving." *Economic Journal* **100**): 464-477.

———. (1988) "Why Free Ride? Strategies and Learning in Public Goods Experiments." *Journal of Public Economics* **37**): 291-304.

Andreoni, James, William Harbaugh, and Lise Vesterlund. (2003) "The Carrot or the Stick: Rewards, Punishments and Cooperation." *American Economic Review* **93** (3): 892-902.

Andreoni, James, and John H. Miller. (2002) "Giving According to Garp: An Experimental Test of the Consistency of Preferences for Altruism." *Econometrica* **70** (2): 737-753.

Andreoni, James, and Ragan Petrie. (2008) "Beauty, Gender and Stereotypes: Evidence from Laboratory Experiments." *Journal of Economic Psychology* **29** (1): 73-93.

———. (2004) "Public Goods Experiments without Confidentiality: A Glimpse into Fund-Raising." *Journal of Public Economics* **88** (7-8): 1605-1623.

Andreoni, James, and Lise Vesterlund. (2001) "Which Is the Fair Sex? Gender Differences in Altruism." *Quarterly Journal of Economics v116* **n1**): 293-312.

Anduiza, E., A. Gallego, and J. Munoz. (2013) "Turning a Blind Eye: Experimental Evidence of Partisan Bias in Attitudes toward Corruption." *Comparative Political Studies* **46** (12): 1664-1692.

Arceneaux, Kevin, and David W. Nickerson. (2009) "Who Is Mobilized to Vote? A Re-Analysis of 11 Field Experiments." *American Journal of Political Science* **53** (1): 1-16.

Arechar, Antonio A, Simon Gächter, and Lucas Molleman. (2017) "Conducting Interactive Experiments Online." *Experimental Economics*): 1-33.

Ashraf, N., I. Bohnet, and N. Piankov. (2006) "Decomposing Trust and Trustworthiness." *Experimental Economics* **9** (3): 193-208.

Athey, S., and G. W. Imbens. "Chapter 3 - the Econometrics of Randomized Experimentsa." In *Handbook of Economic Field Experiments*, edited by Banerjee Abhijit Vinayak and Duflo Esther, 73-140: North-Holland, 2017.

Au, Wing Tung, and Man Wing Chung. (2006) "Effect of Order of Contribution in a Sequential Public Goods Dilemma." *Group Decision and Negotiation* **16** (5): 437-449.

Avdeenko, Alexandra, and Michael J. Gilligan. (2015) "International Interventions to Build Social Capital: Evidence from a Field Experiment in Sudan." *American Political Science Review* **109** (3): 427-449.

Bahry, Donna P., and Rick K. Wilson. (2006) "Confusion or Fairness in the Field? Rejections in the Ultimatum Game under the Strategy Method." *Journal of Economic Behavior & Organization* **60** (1): 37-54.

Bailard, C. S. (2012) "A Field Experiment on the Internet's Effect in an African Election: Savvier Citizens, Disaffected Voters, or Both?" *Journal of Communication* **62** (2): 330-344.

Baldwin, K. (2013) "Why Vote with the Chief? Political Connections and Public Goods Provision in Zambia." *American Journal of Political Science* **57** (4): 794-809.

Balleine, Bernard. (2007) "The Neural Basis of Choice and Decision Making." *Journal of Neuroscience* **27** (31): 8159-8160.

Balliet, Daniel. (2010) "Communication and Cooperation in Social Dilemmas: A Meta-Analytic Review." *Journal of Conflict Resolution* **54** (1): 39-57.

Balliet, Daniel, Norman P Li, Shane J Macfarlan, and Mark Van Vugt. "Sex Differences in Cooperation: A Meta-Analytic Review of Social Dilemmas." American Psychological Association, 2011.

Balliet, Daniel, and Paul AM Van Lange. (2013) "Trust, Punishment, and Cooperation across 18 Societies: A Meta-Analysis." *Perspectives on Psychological Science* **8** (4): 363-379.

Banerjee, Ritwik. (2016) "On the Interpretation of Bribery in a Laboratory Corruption Game: Moral Frames and Social Norms." *Experimental Economics* **19** (1): 240-267.

Barclay, Pat. (2006) "Reputational Benefits for Altruistic Punishment." *Evolution and Human Behavior* **27** (5): 325-344.

Bardsley, Nicholas. (2008) "Dictator Game Giving: Altruism or Artefact?" *Experimental Economics* **11** (2): 122-133.

Barr, Abigail. "Trust and Expected Trustworthiness: Experimental Evidence from Zimbabwean Villages." In *Economic Journal*, 614: Blackwell Publishing Limited, 2003.

Barraclough, Dominic, Michelle Conroy, and Daeyeol Lee. (2004) "Prefrontal Cortex and Decision Making in a Mixed-Strategy Game." *Nature neuroscience.* **7** (4): 404-410.

Becher, Michael, and Sylvain Brouard. "Executive Accountability Beyond Outcomes: Experimental Evidence on Public Evaluations of Powerful Prime Ministers." *American Journal of Political Science* **n/a** (n/a.

Ben-Ner, Avner, Fanmin Kong, and Louis Putterman. (2004) "Share and Share Alike? Gender-Pairing, Personality, and Cognitive Ability as Determinants of Giving." *Journal of Economic Psychology v25* **n5**): 581-589.

Ben-Ner, Avner, Louis Putterman, Fanmin Kong, and Dan Magan. (2004) "Reciprocity in a Two-Part Dictator Game." *Journal of Economic Behavior & Organization* **53** (3): 333.

Benenson, J. F., J. Pascoe, and N. Radmore. (2007) "Children's Altruistic Behavior in the Dictator Game." *Evolution and Human Behavior* **28** (3): 168-175.

Bereby-Meyer, Y., and M. Niederle. (2005) "Fairness in Bargaining." *Journal of Economic Behavior & Organization* **56** (2): 173-186.

Berg, Joyce E., John W. Dickhaut, and Kevin McCabe. (1995) "Trust, Reciprocity, and Social History." *Games and Economic Behavior* **10** (1): 122-142.

Berinsky, Adam J, Michele F Margolis, and Michael W Sances. (2014) "Separating the Shirkers from the Workers? Making Sure Respondents Pay Attention on Self-Administered Surveys." *American Journal of Political Science* **58** (3): 739-753.

Bethwaite, J., and P. Tompkinson. (1996) "The Ultimatum Game and Non-Selfish Utility Functions." *Journal of Economic Psychology* **17** (2): 259-271.

Bianco, William T., Michael S. Lynch, Gary J. Miller, and Itai Sened. (2006) "'A Theory Waiting to Be Discovered and Used': A Reanalysis of Canonical Experiments on Majority Rule Decision Making." *Journal of Politics* **68** (4): 837-850.

Binmore, Ken, and Larry Samuelson. (2006) "The Evolution of Focal Points." *Games and Economic Behavior* **55** (1): 21-42.

Bizer, G. Y., J. T. Larsen, and R. E. Petty. (2011) "Exploring the Valence-Framing Effect: Negative Framing Enhances Attitude Strength." *Political Psychology* **32** (1): 59-80.

Blattman, Christopher, and Jeannie Annan. (2016) "Can Employment Reduce Lawlessness and Rebellion? A Field Experiment with High-Risk Men in a Fragile State." *American Political Science Review* **110** (1): 1-17.

Blount, S., and R. P. Larrick. (2000) "Framing the Game: Examining Frame Choice in Bargaining." *Organizational Behavior and Human Decision Processes* **81** (1): 43-71.

Blount, Sally. (1995) "When Social Outcomes Aren't Fair: The Effects of Causal Attributions on Preferences." *Organizational Behavior and Human Decision Processes* **63** (2): 131-144.

Bo, P. Dal. (2005) "Cooperation under the Shadow of the Future: Experimental Evidence from Infinitely Repeated Games." *American Economic Review* **95** (5): 1591-1604.

Boas, Taylor C., F. Daniel Hidalgo, and Marcus André Melo. (2019) "Norms Versus Action: Why Voters Fail to Sanction Malfeasance in Brazil." *American Journal of Political Science* **63** (2): 385-400.

Bochet, O., T. Page, and L. Putterman. (2006) "Communication and Punishment in Voluntary Contribution Experiments." *Journal of Economic Behavior & Organization* **60** (1): 11-26.

Bohnet, I., and B. S. Frey. (1999) "The Sound of Silence in Prisoner's Dilemma and Dictator Games." *Journal of Economic Behavior & Organization* **38** (1): 43-57.

Bohnet, I., F. Greig, B. Herrmann, and R. Zeckhauser. (2008) "Betrayal Aversion: Evidence from Brazil, China, Oman, Switzerland, Turkey, and the United States." *American Economic Review* **98** (1): 294-310.

Bohnet, Iris, Bruno S. Frey, and Steffen Huck. (2001) "More Order with Less Law: On Contract Enforcement, Trust, and Crowding." *American Political Science Review* **95** (1): 131-144.

Bohnet, Iris, and Dorothea Kübler. (2005) "Compensating the Cooperators: Is Sorting in the Prisoner's Dilemma Possible?" *Journal of Economic Behavior & Organization* **56** (1): 61-76.

Bolton, G. E., and E. Katok. (1998) "An Experimental Test of the Crowding out Hypothesis: The Nature of Beneficent Behavior." *Journal of Economic Behavior & Organization* **37** (3): 315-331.

Bolton, G. E., E. Katok, and A. Ockenfels. (2005) "Cooperation among Strangers with Limited Information About Reputation." *Journal of Public Economics* **89** (8): 1457-1468.

Bolton, G. E., E. Katok, and R. Zwick. (1998) "Dictator Game Giving: Rules of Fairness Versus Acts of Kindness." *International Journal of Game Theory* **27** (2): 269-299.

Bolton, G. E., and R. Zwick. (1995) "Anonymity Versus Punishment in Ultimatum Bargaining." *Games and Economic Behavior* **10** (1): 95-121.

Bond, R. M., C. J. Fariss, J. J. Jones, A. I. Kramer, C. Marlow, J. E. Settle, and J. H. Fowler. (2012) "A 61-Million-Person Experiment in Social Influence and Political Mobilization." *Nature* **489** (7415): 295-298.

Boone, C., C. H. Declerck, and S. Suetens. (2008) "Subtle Social Cues, Explicit Incentives and Cooperation in Social Dilemmas." *Evolution and Human Behavior* **29** (3): 179-188.

Bosch-Domenech, Antoni, Rosemarie Nagel, Juan Vicente Sanchez-Andres, Jaume Affiliation Unlisted Morera, Unlisted, Unlisted, and Universitat Pompeu Fabra Economics Working Papers Year Available From U. R. L. Unlisted Publication: Department of Economics and Business. (2007) "Social Capabilities in Alzheimer's Patients."

Bottazzi, G., and G. Devetag. (2007) "Competition and Coordination in Experimental Minority Games." *Journal of Evolutionary Economics* **17** (3): 241-275.

Boudreau, C. (2012) "Greater Than the Sum of Their Parts? When Combinations of Institutions Improve Citizens' Decisions." *Journal of Theoretical Politics* **24** (1): 90-109.

Braconnier, CÉLine, Jean-Yves Dormagen, and Vincent Pons. (2017) "Voter Registration Costs and Disenfranchisement: Experimental Evidence from France." *American Political Science Review* **111** (3): 584-604.

Branas-Garza, P., R. Cobo-Reyes, and A. Dominguez. (2006) ""If He Really Needs It": Gypsy Fairness in Vallecas." *Experimental Economics* **9** (3): 253-264.

Branas-Garza, Pablo. (2006) "Poverty in Dictator Games: Awakening Solidarity." *Journal of Economic Behavior and Organization v60* **n3**): 306-320.

Branas-Garza, Pablo, Ana Leon-Mejia, and Luis M. Miller. "Response Time under Monetary Incentives: The Ultimatum Game." 8: Friedrich-Schiller-University and the Max Planck Institute of Economics, 2007.

Brandstatter, H., and M. Konigstein. (2001) "Personality Influences on Ultimatum Bargaining Decisions." *European Journal of Personality* **15**): S53-S70.

Brandstatter, Hermann, and Werner Guth. (2002) "Personality in Dictator and Ultimatum Games." *Central European Journal of Operations Research v10* **n3**): 191-215.

Brandt, H., and K. Sigmund. (2006) "The Good, the Bad and the Discriminator - Errors in Direct and Indirect Reciprocity." *Journal of Theoretical Biology* **239** (2): 183-194.

Brenner, T., and N. J. Vriend. (2006) "On the Behavior of Proposers in Ultimatum Games." *Journal of Economic Behavior & Organization* **61** (4): 617-631.

Brewer, M. B. , and R.M. Kramer. (1986) "Choice Behavior in Social Dilemmas: Effect of Social Identity, Group Size, and Decision Framing." *Journal of Personality and Social Psychology* **50**): 543-549.

Broockman, David, and Daniel M. Butler. (2011) "Do Politicians Racially Discriminate against Constituents? A Field Experient on State Legislators." *American Journal of Political Science* **55** (3): 463-477.

Broockman, David E., and Daniel M. Butler. (2017) "The Causal Effects of Elite Position-Taking on Voter Attitudes: Field Experiments with Elite Communication." *American Journal of Political Science* **61** (1): 208-221.

Broockman, David, and Joshua Kalla. (2016) "Durably Reducing Transphobia: A Field Experiment on Door-to-Door Canvassing." *Science* **352** (6282): 220-224.

Brown, William Michael, Boris Palameta, and Chris Moore. (2003) "Are There Nonverbal Cues to Commitment? An Exploratory Study Using the Zero-Acquaintance Video Presentation Paradigm." *Evolutionary Psychology* **1**): 42-69.

Brucks, W. M., and P. A. M. Van Lange. (2007) "When Prosocials Act Like Proselfs in a Commons Dilemma." *Personality and Social Psychology Bulletin* **33** (5): 750-758.

Burkart, J. M., E. Fehr, C. Efferson, and C. P. van Schaik. (2007) "Other-Regarding Preferences in a Non-Human Primate: Common Marmosets Provision Food Altruistically." *Proceedings of the National Academy of Sciences of the United States of America* **104**): 19762-19766.

Burks, S. V., J. P. Carpenter, and E. Verhoogen. (2003) "Playing Both Roles in the Trust Game." *Journal of Economic Behavior & Organization* **51** (2): 195-216.

Burnham, T. C. (2007) "High-Testosterone Men Reject Low Ultimatum Game Offers." *Proceedings of the Royal Society B-Biological Sciences* **274** (1623): 2327-2330.

Burnham, T., K. McCabe, and V. L. Smith. (2000) "Friend-or-Foe Intentionality Priming in an Extensive Form Trust Game." *Journal of Economic Behavior & Organization* **43** (1): 57-73.

Burnham, Terence C. (2003) "Engineering Altruism: A Theoretical and Experimental Investigation of Anonymity and Gift Giving." *Journal of Economic Behavior and Organization v50* **n1**): 133-144.

Burton-Chellew, Maxwell N., Claire El Mouden, and Stuart A. West. (2016) "Conditional Cooperation and Confusion in Public-Goods Experiments." *Proceedings of the National Academy of Sciences* **113** (5): 1291-1296.

Butler, Daniel M., and David W. Nickerson. (2011) "Can Learning Constituency Opinion Affect How Legislators Vote? Results from a Field Experiment." *Quarterly Journal of Political Science* **6** (1): 55-83.

Butts, C. T., and D. C. Rode. (2007) "Rational and Empirical Play in the Simple Hot Potato Game." *Social Forces* **85** (4): 1787-1806.

Cabrales, A., R. Nagel, and R. Armenter. (2007) "Equilibrium Selection through Incomplete Information in Coordination Games: An Experimental Study." *Experimental Economics* **10** (3): 221-234.

Cabrales, Antonio, Rosemarie Nagel, and Jose V. Rodriguez Mora. (2012) "It Is Hobbes, Not Rousseau: An Experiment on Voting and Redistribution." *Experimental Economics* **15** (2): 278-308.

Cadsby, C. Bram, Yasuyo Hamaguchi, Toshiji Kawagoe, Elizabeth Maynes, and Fei Song. (2007) "Cross-National Gender Differences in Behavior in a Threshold Public Goods Game: Japan Versus Canada." *Journal of Economic Psychology* **28** (2): 242-260.

Camerer, Colin F. (1997) "Progress in Behavioral Game Theory." *Journal of Economic Perspectives* **11** (4): 167-188.

Camerer, Colin F., Jonathan D. Cohen, Ernst Fehr, Paul W. Glimcher, and David I. Laibson. "Neuroeconomics." In *Handbook of Experimental Economics, Volume 2*, edited by John Kagel and Alvin E. Roth, 153-216. Princeton, NJ: Princeton University Press, 2016.

Camerer, Colin F., Anna Dreber, Eskil Forsell, Teck-Hua Ho, Jürgen Huber, Magnus Johannesson, Michael Kirchler, Johan Almenberg, Adam Altmejd, Taizan Chan, Emma Heikensten, Felix Holzmeister, Taisuke Imai, Siri Isaksson, Gideon Nave, Thomas Pfeiffer, Michael Razen, and Hang Wu. (2016) "Evaluating Replicability of Laboratory Experiments in Economics." *Science* **351** (6280): 1433.

Camerer, Colin F., and Robin M. Hogarth. (1999) "The Effects of Financial Incentives in Experiments: A Review and Capital-Labor-Production Framework." *Journal of Risk and Uncertainty* **19** (1-3): 7-42.

Camerer, Colin F., and Richard H. Thaler. (1995) "Ultimatums, Dictators and Manners." *Journal of Economic Perspectives* **9** (2): 209-219.

Camerer, Colin, George Loewenstein, and Drazen Prelec. (2005) "Neuroeconomics: How Neuroscience Can Inform Economics." *Journal of Economic Literature* **43** (1): 9-64.

Cameron, Lisa A. (1999) "Raising the Stakes in the Ultimatum Game: Experimental Evidence from Indonesia." *Economic Inquiry* **37** (1): 47-59.

Campbell, Donald T. (1975) "Iii.“Degrees of Freedom” and the Case Study." *Comparative political studies* **8** (2): 178-193.

Cardenas, J. C., and E. Ostrom. (2004) "What Do People Bring into the Game? Experiments in the Field About Cooperation in the Commons." *Agricultural Systems* **82** (3): 307-326.

Carlin, R. E., and G. J. Love. (2013) "The Politics of Interpersonal Trust and Reciprocity: An Experimental Approach." *Political Behavior* **35** (1): 43-63.

Carlin, Ryan E., Gregory J. Love, and Daniel J. Young. (2020) "Political Competition, Partisanship, and Interpersonal Trust under Party Dominance: Evidence from Post-Apartheid South Africa." *Journal of Experimental Political Science* **7** (2): 101-111.

Carpenter, Jeffrey P., Amrita G. Daniere, and Lois M. Takahashi. (2004) "Cooperation, Trust, and Social Capital in Southeast Asia Urban Slums." *Journal of Economic Behavior and Organization* **55** (4): 533-551.

———. (2006) "Space, Trust, and Communal Action: Results from Field Experiments in Southeast Asia." *Journal of Regional Science* **46** (4): 681-705.

Carpenter, Jeffrey, Eric Verhoogen, and Stephen Burks. (2005) "The Effect of Stakes in Distribution Experiments." *Economics Letters v86* **n3**): 393-398.

Carter, T. J., M. J. Ferguson, and R. R. Hassin. (2011) "A Single Exposure to the American Flag Shifts Support toward Republicanism up to 8 Months Later." *Psychological Science* **22** (8): 1011-1018.

Casari, Marco. (2005) "On the Design of Peer Punishment Experiments." *Experimental Economics* **8**): 107-115.

Casari, Marco, and Charles R. Plott. (2003) "Decentralized Management of Common Property Resources: Experiments with a Centuries-Old Institution." *Journal of Economic Behavior and Organization* **51** (2): 217-247.

Casella, Alessandra. (2011) "Agenda Control as a Cheap Talk Game: Theory and Experiments with Storable Votes." *Games and Economic Behavior* **72** (1): 46-76.

Cason, Timothy N., and Vai-Lam Mui. (1997) "A Laboratory Study of Group Polarisation in the Team Dictator Game." *Economic Journal v107* **n444**): 1465-1483.

Cassar, A. (2007) "Coordination and Cooperation in Local, Random and Small World Networks: Experimental Evidence." *Games and Economic Behavior* **58** (2): 209-230.

Castano, Emanuele, Alain Bonacossa, and Peter Gries. (2016) "National Images as Integrated Schemas: Subliminal Primes of Image Attributes Shape Foreign Policy Preferences." *Political Psychology* **37** (3): 351-366.

Cesarini, D., C. T. Dawes, J. H. Fowler, M. Johannesson, P. Lichtenstein, and B. Wallace. (2008) "Heritability of Cooperative Behavior in the Trust Game." *Proceedings of the National Academy of Sciences of the United States of America* **105** (10): 3721-3726.

Chandler, Jesse, and Danielle Shapiro. (2016) "Conducting Clinical Research Using Crowdsourced Convenience Samples." *Annual Review of Clinical Psychology* **12** (1): 53-81.

Chang, Han Il, and Leonid Peisakhin. (2019) "Building Cooperation among Groups in Conflict: An Experiment on Intersectarian Cooperation in Lebanon." *American Journal of Political Science* **63** (1): 146-162.

Charness, Gary, Uri Gneezy, and Michael A. Kuhn. (2012) "Experimental Methods: Between-Subject and within-Subject Design." *Journal of Economic Behavior and Organization* **81** (1): 1-8.

Charnysh, Volha, Christopher Lucas, and Prerna Singh. (2015) "The Ties That Bind:National Identity Salience and Pro-Social Behavior toward the Ethnic Other." *Comparative Political Studies* **48** (3): 267-300.

Chaudhary, Latika, Jared Rubin, Sriya Iyer, and Anand Shrivastava. (2020) "Culture and Colonial Legacy: Evidence from Public Goods Games." *Journal of Economic Behavior & Organization* **173**): 107-129.

Chaudhuri, A., and L. Gangadharan. (2007) "An Experimental Analysis of Trust and Trustworthiness." *Southern Economic Journal* **73** (4): 959-985.

Chaudhuri, Ananish. (2011) "Sustaining Cooperation in Laboratory Public Goods Experiments: A Selective Survey of the Literature." *Experimental Economics* **14** (1): 47-83.

Chaudhuri, Ananish, Sara Graziano, and Pushkar Maitra. (2006) "Social Learning and Norms in a Public Goods Experiment with Inter-Generational Advice1." *Review of Economic Studies* **73** (2): 357-380.

Chen, Jidong, Jennifer Pan, and Yiqing Xu. (2016) "Sources of Authoritarian Responsiveness: A Field Experiment in China." *American Journal of Political Science* **60** (2): 383-400.

Chmura, T., S. Kube, T. Pitz, and C. Puppe. (2005) "Testing (Beliefs About) Social Preferences: Evidence from an Experimental Coordination Game." *Economics Letters* **88** (2): 214-220.

Chong, Dennis, and James N. Druckman. (2013) "Counterframing Effects." *Journal of Politics* **75** (1): 1-16.

Chuah, S. H., R. Hoffmann, M. Jones, and G. Williams. (2007) "Do Cultures Clash? Evidence from Cross-National Ultimatum Game, Experiments." *Journal of Economic Behavior & Organization* **64** (1): 35-48.

Cinyabuguma, M., T. Page, and L. Putterman. (2005) "Cooperation under the Threat of Expulsion in a Public Goods Experiment." *Journal of Public Economics* **89** (8): 1421-1435.

Clifford, Scott, and Jennifer Jerit. (2018) "Disgust, Anxiety, and Political Learning in the Face of Threat." *American Journal of Political Science* **62** (2): 266-279.

Cochard, F., P. N. Van, and M. Willinger. (2004) "Trusting Behavior in a Repeated Investment Game." *Journal of Economic Behavior & Organization* **55** (1): 31-44.

Collaboration, Open Science. (2015) "Estimating the Reproducibility of Psychological Science." *Science* **349** (6251.

Colombo, F., and G. Merzoni. (2006) "In Praise of Rigidity: The Bright Side of Long-Term Contracts in Repeated Trust Games." *Journal of Economic Behavior & Organization* **59** (3): 349-373.

Conroy-Krutz, J. (2013) "Information and Ethnic Politics in Africa." *British Journal of Political Science* **43**): 345-373.

Cook, Thomas D., and Donald T. Campbell. *Quasi-Experimentation: Design and Analysis Issues for Field Settings*. Boston, MA: Houghton Mifflin, 1979.

Cooper, Russell, Douglas V. DeJong, Robert Forsythe, and Thomas W. Ross. (1992) "Communication in Coordination Games." *Quarterly Journal of Economics* **107** (2): 739-771.

Coppock, Alexander. (2019) "Avoiding Post-Treatment Bias in Audit Experiments." *Journal of Experimental Political Science* **6** (1): 1-4.

Coppock, Alexander, and Donald P. Green. (2014) "Assessing the Correspondence between Experimental Results Obtained in the Lab and Field: A Review of Recent Social Science Research." *Political Science Research and Methods* **3** (1): 113-131.

Coppock, Alexander, Andrew Guess, and John Ternovski. (2016) "When Treatments Are Tweets: A Network Mobilization Experiment over Twitter." *Political Behavior* **38** (1): 105-128.

Costa, D. L., and M. E. Kahn. (2013) "Energy Conservation "Nudges" and Environmentalist Ideology: Evidence from a Randomized Residential Electricity Field Experiment." *Journal of the European Economic Association* **11** (3): 680-702.

Costa, Mia. (2017) "How Responsive Are Political Elites? A Meta-Analysis of Experiments on Public Officials." *Journal of Experimental Political Science* **4** (3): 241-254.

———. (2017) "How Responsive Are Political Elites? A Meta-Analysis of Experiments on Public Officials." *Journal of Experimental Political Science*): 1-14.

Costa-Gomes, M., and K. G. Zauner. (2001) "Ultimatum Bargaining Behavior in Israel, Japan, Slovenia, and the United States: A Social Utility Analysis." *Games and Economic Behavior* **34** (2): 238-269.

Cox, J. C., and C. A. Deck. (2006) "Assigning Intentions When Actions Are Unobservable: The Impact of Trembling in the Trust Game." *Southern Economic Journal* **73** (2): 307-314.

Cronk, L. (2007) "The Influence of Cultural Framing on Play in the Trust Game: A Maasai Example." *Evolution and Human Behavior* **28** (5): 352-358.

Croson, R., T. Boles, and J. K. Murnighan. (2003) "Cheap Talk in Bargaining Experiments: Lying and Threats in Ultimatum Games." *Journal of Economic Behavior & Organization* **51** (2): 143-159.

Croson, R. T. A. (1996) "Information in Ultimatum Games: An Experimental Study." *Journal of Economic Behavior & Organization* **30** (2): 197-212.

Croson, Rachel T.A. (2007) "Theories of Commitment, Altruism and Reciprocity: Evidence from Linear Public Goods Games." *Economic Inquiry* **45** (3): 199-216.

Crosson, S., J. Orbell, and H. Arrow. (2004) "'Social Poker' - a Laboratory Test of Predictions from Club Theory." *Rationality And Society* **16** (2): 225-248.

Crump, Matthew JC, John V McDonnell, and Todd M Gureckis. (2013) "Evaluating Amazon's Mechanical Turk as a Tool for Experimental Behavioral Research." *PloS one* **8** (3): e57410.

Dafoe, Allan. (2014) "Science Deserves Better: The Imperative to Share Complete Replication Files." *PS: Political Science & Politics* **47** (1): 60-66.

Dafoe, Allan, Baobao Zhang, and Devin Caughey. (2016) "Confounding in Survey Experiments: Diagnostics and Solutions." *Manuscript. http://www. allandafoe. com/confounding*.

Dai, Zhixin, Fabio Galeotti, and Marie Claire Villeval. (2017) "Cheating in the Lab Predicts Fraud in the Field: An Experiment in Public Transportation." *Management Science*.

Dal Bo, Pedro, Andrew Foster, and Louis Putterman. (2010) "Institutions and Behavior: Experimental Evidence on the Effects of Democracy." *American Economic Review* **100** (5): 2205-2229.

Dana, J., D. M. Cain, and R. M. Dawes. (2006) "What You Don't Know Won't Hurt Me: Costly (but Quiet) Exit in Dictator Games." *Organizational Behavior and Human Decision Processes* **100** (2): 193-201.

Danielson, A. J., and H. J. Holm. (2007) "Do You Trust Your Brethren? Eliciting Trust Attitudes and Trust Behavior in a Tanzanian Congregation." *Journal of Economic Behavior & Organization* **62** (2): 255-271.

Dannenberg, Astrid. (2012) "Coalition Formation and Voting in Public Goods Games." *Strategic Behavior and the Environment* **2** (1): 83-105.

Dannenberg, Astrid, and Carlo Gallier. (2020) "The Choice of Institutions to Solve Cooperation Problems: A Survey of Experimental Research." *Experimental Economics* **23** (3): 716-749.

Dasgupta, Sugato, Kirk A. Randazzo, Reginald S. Sheehan, and Kenneth C. Williams. (2008) "Coordinated Voting in Sequential and Simultaneous Elections: Some Experimental Evidence." *Experimental Economics* **11** (4): 315-335.

Davenport, T. C. (2010) "Public Accountability and Political Participation: Effects of a Face-to-Face Feedback Intervention on Voter Turnout of Public Housing Residents." *Political Behavior* **32** (3): 337-368.

Dawes, C. T., P. J. Loewen, and J. H. Fowler. (2011) "Social Preferences and Political Participation." *Journal of Politics* **73** (3): 845-856.

Dawes, Robyn. (1980) "Social Dilemmas." *Annual Review of Psychology* **31**): 169-193.

Dawes, Robyn M., John M. Orbell, Randy T. Simmons, and Alphons J. C. Vandekragt. (1986) "Organizing Groups for Collective Action." *American Political Science Review* **80** (4): 1171-1185.

Dawes, Robyn M., Alphons J. C. Vandekragt, and John M. Orbell. (1988) "Not Me or Thee but We - the Importance of Group Identity in Eliciting Cooperation in Dilemma Situations - Experimental Manipulations." *Acta Psychologica* **68** (1-3): 83-97.

De Martino, Benedetto, Dharshan Kumaran, Ben Seymour, and Raymond Dolan. (2006) "Frames, Biases, and Rational Decision-Making in the Human Brain." *Science.* **313** (5787): 684-687.

Deaton, Angus. (2010) "Instruments, Randomization, and Learning About Development." *Journal of Economic Literature* **48** (2): 424-455.

Debove, Stéphane, Nicolas Baumard, and Jean-Baptiste André. (2016) "Models of the Evolution of Fairness in the Ultimatum Game: A Review and Classification." *Evolution and Human Behavior* **37** (3): 245-254.

DeBruine, L. M. (2002) "Facial Resemblance Enhances Trust." *Proceedings of the Royal Society of London Series B-Biological Sciences* **269** (1498): 1307-1312.

Delgado, M. R., R. H. Frank, and E. A. Phelps. (2005) "Perceptions of Moral Character Modulate the Neural Systems of Reward During the Trust Game." *Nature Neuroscience* **8** (11): 1611-1618.

Dellis, Arnaud, Sean D'Evelyn, and Katerina Sherstyuk. (2011) "Multiple Votes, Ballot Truncation and the Two-Party System: An Experiment." *Social Choice and Welfare* **37** (2): 171-200.

Devetag, Giovanna, and Andreas Ortmann. (2007) "When and Why? A Critical Survey on Coordination Failure in the Laboratory." *Experimental Economics* **10** (3): 331-344.

Dickinson, D. L. (2000) "Ultimatum Decision-Making: A Test of Reciprocal Kindness." *Theory and Decision* **48** (2): 151-177.

Diekmann, Andreas. (2004) "The Power of Reciprocity: Fairness, Reciprocity, and Stakes in Variants of the Dictator Game." *Journal of Conflict Resolution v48* **n4**): 487-505.

Dionisio, Francisco , and Isabel Gordo. (2006) "The Tragedy of the Commons, the Public Goods Dilemma, and the Meaning of Rivalry and Excludability in Evolutionary Biology." *Evolutionary Ecology Research* **8**): 321-332.

Doherty, David, and E Scott Adler. (2014) "The Persuasive Effects of Partisan Campaign Mailers." *Political Research Quarterly* **67** (3): 562-573.

Dreber, Anna, Thomas Pfeiffer, Johan Almenberg, Siri Isaksson, Brad Wilson, Yiling Chen, Brian A Nosek, and Magnus Johannesson. (2015) "Using Prediction Markets to Estimate the Reproducibility of Scientific Research." *Proceedings of the National Academy of Sciences* **112** (50): 15343-15347.

Driscoll, Amanda, Gabriel Cepaluni, Feliciano de Sá Guimarães, and Paolo Spada. (2018) "Prejudice, Strategic Discrimination, and the Electoral Connection: Evidence from a Pair of Field Experiments in Brazil." *American Journal of Political Science* **62** (4): 781-795.

Druckman, J. N. (2001) "Evaluating Framing Effects." *Journal of Economic Psychology* **22** (1): 91-101.

———. (2001) "The Implications of Framing Effects for Citizen Competence." *Political Behavior* **23** (3): 225-256.

———. (2004) "Political Preference Formation: Competition, Deliberation, and the (Ir)Relevance of Framing Effects." *American Political Science Review* **98** (4): 671-686.

Druckman, James N., Jordan Fein, and Thomas J. Leeper. (2012) "A Source of Bias in Public Opinion Stability." *American Political Science Review* **106** (2): 430-454.

Druckman, James N., Donald P. Green, James H. Kuklinski, and Arthur Lupia, eds. *Cambridge Handbook of Experimental Political Science*. Cambridge: Cambridge University Press, 2011.

Duffy, John, and Nick Feltovich. (2006) "Words, Deeds, and Lies: Strategic Behaviour in Games with Multiple Signals." *Review of Economic Studies* **73** (3): 669-688.

Dufwenberg, Martin, and Astri Muren. (2006) "Gender Composition in Teams." *Journal of Economic Behavior and Organization v61* **n1**): 50-54.

Dunning, Thad. (2016) "Transparency, Replication, and Cumulative Learning: What Experiments Alone Cannot Achieve." *Annual Review of Political Science* **19**): 541-563.

Eavey, C. L., and G. J. Miller. (1995) "Subcommittee Agenda Control." *Journal Of Theoretical Politics* **7** (2): 125-156.

Eavey, Cheryl L. (1991) "Patterns of Distribution in Spatial Games." *Rationality and Society* **3**): 450-474.

Eavey, Cheryl L. . "Preference-Based Stability: Experiments on Competitive Solutions to Majority Rule Games,." In *Collective Decision Making: Social Choice and Political Economy,*, edited by N. Schofield, 1996.

Eavey, Cheryl L., and Gary J. Miller. (1984) "Fairness in Majority Rule Games with a Core." *American Journal of Political Science* **28**): 570-586.

Eckel, C. C., and P. J. Grossman. (1996) "Altruism in Anonymous Dictator Games." *Games and Economic Behavior* **16** (2): 181-191.

Eckel, C. C., and R. K. Wilson. (2004) "Is Trust a Risky Decision?" *Journal of Economic Behavior & Organization* **55** (4): 447-465.

———. (2007) "Social Learning in Coordination Games: Does Status Matter?" *Experimental Economics* **10** (3): 317-329.

Eckel, C., and C. A. Holt. (1989) "Strategic Voting in Agenda-Controlled Committee Experiments." *American Economic Review* **79** (4): 763-773.

Eckel, Catherine C., Enrique Fatas, Sara Godoy, and Rick K. Wilson. (2016) "Group-Level Selection Increases Cooperation in the Public Goods Game." *PLoS ONE* **11** (8.

Eckel, Catherine C., and Philip Grossman. (1998) "Are Women Less Selfish Than Men?: Evidence from Dictator Games." *The Economic Journal* **108** (448): 726-735.

Eckel, Catherine C., and Philip J. Grossman. (2001) "Chivalry and Solidarity in Ultimatum Games." *Economic Inquiry* **39** (2): 171-188.

Eckel, Catherine C., Philip J. Grossman, and Rachel M. Johnston. (2005) "An Experimental Test of the Crowding out Hypothesis." *Journal of Public Economics v89* **n8**): 1543-1560.

Eckel, Catherine C., and Rick K. Wilson. (2006) "Internet Cautions: Experimental Games with Internet Partners." *Experimental Economics* **9** (1): 53-66.

Efferson, C., M. Takezawa, and R. McElreath. (2007) "New Methods in Quantitative Ethnography - Economic Experiments and Variation in the Price of Equality." *Current Anthropology* **48**): 912-919.

Einstein, Katherine Levine, and David M. Glick. (2017) "Does Race Affect Access to Government Services? An Experiment Exploring Street-Level Bureaucrats and Access to Public Housing." *American Journal of Political Science* **61** (1): 100-116.

Elman, Colin, Diana Kapiszewski, and Arthur Lupia. (2018) "Transparent Social Inquiry: Implications for Political Science." *Annual Review of Political Science* (0.

Emanuele, Enzo, Natascia Brondino, Marco Bertona, Simona Re, and Diego Geroldi. (2008) "Relationship between Platelet Serotonin Content and Rejections of Unfair Offers in the Ultimatum Game." *Neurosci Lett* **437** (2): 158-161.

Embrey, Matthew, Guillaume R Fréchette, and Steven F Lehrer. (2014) "Bargaining and Reputation: An Experiment on Bargaining in the Presence of Behavioural Types." *The Review of Economic Studies* **82** (2): 608-631.

Endersby, James W. (1993) "Rules of Method and Rules of Conduct: An Experimental Study on Two Types of Procedure and Committee Behavior." *Journal of Politics* **55** (1): 218-236.

Engel, Christoph. (2011) "Dictator Games: A Meta Study." *Experimental Economics* **14** (4): 583-610.

Engle-Warnick, J., and R. L. Slonim. (2004) "The Evolution of Strategies in a Repeated Trust Game." *Journal of Economic Behavior & Organization* **55** (4): 553-573.

English, W. (2012) "Demystifying Trust: Experimental Evidence from Cambodia and Thailand." *Journal of Theoretical Politics* **24** (2): 172-209.

Enos, Ryan D. (2014) "Causal Effect of Intergroup Contact on Exclusionary Attitudes." *Proceedings of the National Academy of Sciences* **111** (10): 3699-3704.

Erikson, Robert S., and Laura Stoker. (2011) "Caught in the Draft: The Effects of Vietnam Draft Lottery Status on Political Attitudes." *American Political Science Review* **105** (2): 221-237.

Fafchamps, M., and P. C. Vicente. (2013) "Political Violence and Social Networks: Experimental Evidence from a Nigerian Election." *Journal of Development Economics* **101**): 27-48.

Falk, A., E. Fehr, and U. Fischbacher. (2003) "On the Nature of Fair Behavior." *Economic Inquiry* **41** (1): 20-26.

Falk, A., and U. Fischbacher. (2006) "A Theory of Reciprocity." *Games and Economic Behavior* **54** (2): 293-315.

Falk, Armin, and James J Heckman. (2009) "Lab Experiments Are a Major Source of Knowledge in the Social Sciences." *science* **326** (5952): 535-538.

Fearon, James D., Macartan M. Humphreys, and Jeremy M. Weinstein. (2015) "How Does Development Assistance Affect Collective Action Capacity: Results from a Field Experiment in Post-Conflict Liberia." *American Political Science Review* **109** (3): 450-469.

Fehr, E., and C. F. Camerer. (2007) "Social Neuroeconornics: The Neural Circuitry of Social Preferences." *Trends in Cognitive Sciences* **11** (10): 419-427.

Fehr, E., and U. Fischbacher. (2003) "The Nature of Human Altruism." *Nature* **425** (6960): 785-791.

Fehr, E., and B. Rockenbach. (2004) "Human Altruism: Economic, Neural, and Evolutionary Perspectives." *Current Opinion in Neurobiology* **14** (6): 784-790.

Fehr, Ernest, and Simon Gächter. (2000) "Cooperation and Punishment in Public Goods Experiments." *American Economic Review* **90** (4): 980-994.

Fehr, Ernst, Elena Tougareva, and Urs Fischbacher. "Do High Stakes and Competition Undermine Fair Behaviour? Evidence from Russia." *Journal of Economic Behavior & Organization* (forthcoming.

Feng, Chunliang, Yue-Jia Luo, and Frank Krueger. (2015) "Neural Signatures of Fairness-Related Normative Decision Making in the Ultimatum Game: A Coordinate-Based Meta-Analysis." *Human brain mapping* **36** (2): 591-602.

Ferraro, P. J., and R. G. Cummings. (2007) "Cultural Diversity, Discrimination, and Economic Outcomes: An Experimental Analysis." *Economic Inquiry* **45** (2): 217-232.

Findley, Michael G, Daniel L Nielson, and JC Sharman. (2015) "Causes of Noncompliance with International Law: A Field Experiment on Anonymous Incorporation." *American Journal of Political Science* **59** (1): 146-161.

Fiorina, Morris P., and Charles R. Plott. (1978) "Committee Decisions under Majority Rule: An Experimental Study." *American Political Science Review* **72** (2): 575-598.

Fischer, Maria-Elisabeth, Bernd Irlenbusch, and Abdolkarim Sadrieh. (2004) "An Intergenerational Common Pool Resource Experiment." *Journal of Environmental Economics and Management* **48** (2): 811-836.

Forsythe, R., J. L. Horowitz, N. E. Savin, and M. Sefton. (1994) "Fairness in Simple Bargaining Experiments." *Games and Economic Behavior* **6** (3): 347-369.

Fowler, J. H. (2006) "Altruism and Turnout." *Journal of Politics* **68** (3): 674-683.

Fowler, James H. (2005) "Altruistic Punishment and the Origin of Cooperation." *Proceedings of the National Academy of Sciences* **102** (19): 7047-7049.

Fowler, James H., and Nicholas A. Christakis. (2010) "Cooperative Behavior Cascades in Human Social Networks." *Proceedings of the National Academy of Sciences* **107** (12): 5334-5338.

Frechette, Guillaume, John H. Kagel, and Steven F. Lehrer. (2003) "Bargaining in Legislatures: An Experimental Investigation of Open Versus Closed Amendment Rules." *American Political Science Review* **97** (2): 221-232.

Fréchette, Guillaume R, and Sevgi Yuksel. (2017) "Infinitely Repeated Games in the Laboratory: Four Perspectives on Discounting and Random Termination." *Experimental Economics* **20** (2): 279-308.

Frechette, Guillaume R., John H. Kagel, and Massimo Morelli. (2012) "Pork Versus Public Goods: An Experimental Study of Public Good Provision within a Legislative Bargaining Framework." *Economic Theory* **49** (3): 779-800.

Freese, Jeremy, and David Peterson. (2017) "Replication in Social Science." *Annual Review of Sociology* (0.

Frey, Bruno S., and Iris Bohnet. (1995) "Institutions Affect Fairness: Experimental Investigations." *Journal of Institutional and Theoretical Economics v151* **n2**): 286-303.

Friedman, Daniel, and Shyam Sunder. *Experimental Methods : A Primer for Economists.* London: Cambridge University Press, 1994.

Frohlich, N., and J. Oppenheimer. (2006) "Skating on Thin Ice - Cracks in the Public Choice Foundation." *Journal of Theoretical Politics* **18** (3): 235-266.

Frohlich, Norman, Joe Oppenheimer, and J. Bernard Moore. (2001) "Some Doubts About Measuring Self-Interest Using Dictator Experiments: The Costs of Anonymity." *Journal of Economic Behavior and Organization v46* **n3**): 271-290.

Fujiwara, Thomas, and Leonard Wantchekon. (2013) "Can Informed Public Deliberation Overcome Clientelism? Experimental Evidence from Benin." *American Economic Journal: Applied Economics* **5** (4): 241-255.

Fukui, H., T. Murai, J. Shinozaki, T. Aso, H. Fukuyama, T. Hayashi, and T. Hanakawa. (2006) "The Neural Basis of Social Tactics: An Fmri Study." *Neuroimage* **32** (2): 913-920.

Gabay, Anthony S., Joaquim Radua, Matthew J. Kempton, and Mitul A. Mehta. (2014) "The Ultimatum Game and the Brain: A Meta-Analysis of Neuroimaging Studies." *Neuroscience & Biobehavioral Reviews* **47** (Supplement C): 549-558.

Gabriele, Paolacci, and Chandler Jesse. (2014) "Inside the Turk: Understanding Mechanical Turk as a Participant Pool." *Current Directions in Psychological Science* **23** (3): 184-188.

Gachter, S., B. Herrmann, and C. Thoni. (2004) "Trust, Voluntary Cooperation, and Socio-Economic Background: Survey and Experimental Evidence." *Journal of Economic Behavior & Organization* **55** (4): 505-531.

Gaikwad, Nikhar, and Gareth Nellis. "Do Politicians Discriminate against Internal Migrants? Evidence from Nationwide Field Experiments in India." *American Journal of Political Science* **n/a** (n/a.

Gaines, Brian J., and James H. Kuklinski. (2011) "Experimental Estimation of Heterogeneous Treatment Effects Related to Self-Selection." *American Journal Of Political Science* **55** (3): 724-736.

Gale, J., K. G. Binmore, and L. Samuelson. (1995) "Learning to Be Imperfect - the Ultimatum Game." *Games and Economic Behavior* **8** (1): 56-90.

Galinsky, A. D., W. W. Maddux, D. Gilin, and J. B. White. (2008) "Why It Pays to Get inside the Head of Your Opponent - the Differential Effects of Perspective Taking and Empathy in Negotiations." *Psychological Science* **19** (4): 378-384.

Garcia, Ryan J. B. (2015) "National Service and Civic Engagement: A Natural Experiment." *Political Behavior* **37** (4): 845-864.

Gelman, Andrew, and John Carlin. (2014) "Beyond Power Calculations: Assessing Type S (Sign) and Type M (Magnitude) Errors." *Perspectives on Psychological Science* **9** (6): 641-651.

Geoff, Cumming. (2013) "The New Statistics: Why and How." *Psychological Science* **25** (1): 7-29.

Gerber, A. S., and D. P. Green. "Chapter 9 - Field Experiments on Voter Mobilization: An Overview of a Burgeoning Literature." In *Handbook of Economic Field Experiments*, edited by Banerjee Abhijit Vinayak and Duflo Esther, 395-438: North-Holland, 2017.

Gerber, A. S., G. A. Huber, D. Doherty, C. M. Dowling, and S. J. Hill. (2013) "Do Perceptions of Ballot Secrecy Influence Turnout? Results from a Field Experiment." *American Journal of Political Science* **57** (3): 537-551.

Gerber, A. S., G. A. Huber, and E. Washington. (2010) "Party Affiliation, Partisanship, and Political Beliefs: A Field Experiment." *American Political Science Review* **104** (4): 720-744.

Gerber, Alan, Kevin Arceneaux, Cheryl Boudreau, Conor Dowling, Sunshine Hillygus, Thomas Palfrey, Daniel R Biggers, and David J Hendry. (2014) "Journal of

Experimental Political Science." *Journal of Experimental Political Science* **1**): 81-98.

Gerber, Alan S, Kevin Arceneaux, Cheryl Boudreau, Conor Dowling, and D Sunshine Hillygus. (2015) "Reporting Balance Tables, Response Rates and Manipulation Checks in Experimental Research: A Reply from the Committee That Prepared the Reporting Guidelines." *Journal of Experimental Political Science* **2** (2): 216.

Gerber, Alan S., and Donald P. Green. *Field Experiments: Design, Analysis and Interpretation*. New York: W. W. Norton and Company, 2012.

Gerber, Alan S., Donald P. Green, and Christopher W Larimer. (2008) "Social Pressure and Voter Turnout: Evidence from a Large-Scale Field Experiment." *American Political Science Review* **102** (1): 33-48.

Gerber, Alan S., Dean Karlan, and Daniel Bergan. (2009) "Does the Media Matter? A Field Experiment Measuring the Effect of Newspapers on Voting Behavior and Political Opinions." *American Economic Journal: Applied Economics* **1** (2): 35-52.

Gigerenzer, G., and T. Gigerenzer. (2005) "Is the Ultimatum Game a Three-Body Affair?" *Behavioral and Brain Sciences* **28** (6): 823-+.

Gilligan, Michael J., Benjamin J. Pasquale, and Cyrus Smali. (2014) "Civil War and Social Cohesion: Lab-in-the-Field Evidence from Nepal." *American Journal of Political Science*.

Glass, Leila, Lara Moody, Jordan Grafman, and Frank Krueger. (2015) "Neural Signatures of Third-Party Punishment: Evidence from Penetrating Traumatic Brain Injury." *Social cognitive and affective neuroscience* **11** (2): 253-262.

Gleditsch, Nils Petter, and Nicole Janz. (2016) "Replication in International Relations." *International Studies Perspectives* **17** (4): 361-366.

Glennerster, R. "Chapter 5 - the Practicalities of Running Randomized Evaluations: Partnerships, Measurement, Ethics, and Transparency." In *Handbook of Economic Field Experiments*, edited by Banerjee Abhijit Vinayak and Duflo Esther, 175-243: North-Holland, 2017.

Gneezy, U., and A. Imas. "Chapter 10 - Lab in the Field: Measuring Preferences in the Wild." In *Handbook of Economic Field Experiments*, edited by Abhijit Vinayak Banerjee and Esther Duflo, 439-464: North-Holland, 2017.

Goeree, J. K., and C. A. Holt. (2005) "An Experimental Study of Costly Coordination." *Games and Economic Behavior* **51** (2): 349-364.

Goeree, Jacob K., and Leeat Yariv. (2011) "An Experimental Study of Collective Deliberation." *Econometrica* **79** (3): 893-921.

Goldberg, J., L. Markoczy, and G. L. Zahn. (2005) "Symmetry and the Illusion of Control as Bases for Cooperative Behavior." *Rationality and Society* **17** (2): 243-270.

Gonzalez, L. G., W. Guth, and M. V. Levati. (2005) "When Does the Game End? Public Goods Experiments with Non-Definite and Non-Commonly Known Time Horizons." *Economics Letters* **88** (2): 221-226.

Gottlieb, Jessica. (2016) "Greater Expectations: A Field Experiment to Improve Accountability in Mali." *American Journal of Political Science* **60** (1): 143-157.

Gowdy, John, Raluca Iorgulescu, and Stephen Onyeiwu. (2003) "Fairness and Retaliation in a Rural Nigerian Village." *Journal of Economic Behavior and Organization v52* **n4**): 469-479.

Green, Donald P., Jonathan S. Krasno, Alexander Coppock, Benjamin D. Farrer, Brandon Lenoir, and Joshua N. Zingher. (2016) "The Effects of Lawn Signs on Vote Outcomes: Results from Four Randomized Field Experiments." *Electoral Studies* **41** (Supplement C): 143-150.

Grelak, E., and K. Koford. (1997) "A Re-Examination of the Fiorina-Plott and Eavey Voting Experiments: How Much Do Cardinal Payoffs Influence Outcomes?" *Journal Of Economic Behavior & Organization* **32** (4): 571-589.

Groenendyk, E. (2012) "Justifying Party Identification: A Case of Identifying with the "Lesser of Two Evils"." *Political Behavior* **34** (3): 453-475.

Grose, Christian R. (2014) "Field Experimental Work on Political Institutions." *Annual Review of Political Science* **17**): 355-370.

Großer, Jens, and Thomas R Palfrey. (2017) "Candidate Entry and Political Polarization: An Experimental Study."

Grossman, G., and D. Baldassarri. (2012) "The Impact of Elections on Cooperation: Evidence from a Lab-in-the-Field Experiment in Uganda." *American Journal of Political Science* **56** (4): 964-985.

Gruszczynski, Michael W., Amanda Balzer, Carly M. Jacobs, Kevin B. Smith, and John R. Hibbing. (2013) "The Physiology of Political Participation." *Political Behavior* **35** (1): 135-152.

Guarnaschelli, S., R. D. McKelvey, and T. R. Palfrey. (2000) "An Experimental Study of Jury Decision Rules." *American Political Science Review* **94** (2): 407-423.

Guerra, G., and D. J. Zizzo. (2004) "Trust Responsiveness and Beliefs." *Journal of Economic Behavior & Organization* **55** (1): 25-30.

Gummerum, M., M. Keller, and M. Takezawa. (2004) "How Do Children Play Dictator and Ultimatum Game? The Influence of Psychological Variables on the Behavior of Individuals and Groups." *International Journal of Psychology* **39** (5-6): 565-565.

Gunnthorsdottir, Anna, and Amnon Rapoport. (2006) "Embedding Social Dilemmas in Intergroup Competition Reduces Free-Riding." *Organizational Behavior and Human Decision Processes* **101** (2): 184-199.

Gurven, Michael. (2004) "Economic Games among the Amazonian Tsimane: Exploring the Roles of Market Access, Costs of Giving, and Cooperation on Pro-Social Game Behavior." *Experimental Economics v7* **n1**): 5-24.

Guth, W. (1995) "On Ultimatum Bargaining Experiments - a Personal Review." *Journal of Economic Behavior & Organization* **27** (3): 329-344.

Guth, W., S. Huck, and W. Muller. (2001) "The Relevance of Equal Splits in Ultimatum Games." *Games and Economic Behavior* **37** (1): 161-169.

Güth, Werner, and Martin G Kocher. (2014) "More Than Thirty Years of Ultimatum Bargaining Experiments: Motives, Variations, and a Survey of the Recent Literature." *Journal of Economic Behavior & Organization* **108**): 396-409.

Güth, Werner, and Maria Vittoria Levati. "Listen: I Am Angry! An Experiment Comparing Ways of Revealing Emotions." SSRN, 2007.

Guth, Werner, Rolf Schmittberger, and Bernd Schwartze. (1982) "An Experimental Analysis of Ultimatum Bargaining." *Journal of Economic Behavior and Organization* **3** (4): 367-388.

Habyarimana, James, Macartan Humphreys, Daniel N. Posner, and Jeremy M. Weinstein. *The Co-Ethnic Advantage: Diversity and the Impediments to Collective Action*. New York: Russell Sage Foundation, 2009.

———. (2007) "Why Does Ethnic Diversity Undermine Public Goods Provision?" *American Political Science Review* **101** (4): 709-725.

Habyarimana, James, Macartan Humphreys, Daniel Posner, and Jeremy Weinstein. "Social Focal Points." Georgetown University, 2006.

Halevy, Nir, Gary Bornstein, and Lilach Sagiv. (2008) ""In-Group Love" and "out-Group Hate" as Motives for Individual Participation in Intergroup Conflict: A New Game Paradigm." *Psychological Science* **19** (4): 405-411.

Hamman, John R., Roberto A. Weber, and Jonathan Woon. (2011) "An Experimental Investigation of Electoral Delegation and the Provision of Public Goods." *American Journal Of Political Science* **55** (4): 737-751.

Han, Hahrie. (2016) "The Organizational Roots of Political Activism: Field Experiments on Creating a Relational Context." *American Political Science Review* **110** (2): 296-307.

Hancock, P. J. B., and L. M. DeBruine. (2003) "What's a Face Worth: Noneconomic Factors in Game Playing." *Behavioral and Brain Sciences* **26** (2): 162-+.

Handgraaf, M. J. J., E. van Dijk, H. A. M. Wilke, and R. C. Vermunt. (2003) "The Salience of a Recipient's Alternatives: Inter- and Intrapersonal Comparison in Ultimatum Games." *Organizational Behavior and Human Decision Processes* **90** (1): 165-177.

Haney, Patrick, Roberta Herzberg, and Rick K. Wilson. (1992) "Advice and Consent: Unitary Actors, Advisory Models and Experimental Tests." *Journal of Conflict Resolution* **36** (4): 603-633.

Harden, Jeffrey J., Anand E. Sokhey, and Katherine L. Runge. (2019) "Accounting for Noncompliance in Survey Experiments." *Journal of Experimental Political Science* **6** (3): 199-202.

Hardin, R. (1971) "Collective Action as an Agreeable N-Prisoner's Dilemma." *Behavioral Science* **16** (5): 472-481.

Hardy-Vallee, B., and P. Thagard. (2008) "How to Play the Ultimatum Game: An Engineering Approach to Metanormativity." *Philosophical Psychology* **21** (2): 173-192.

Haselhuhn, Michael P., and Barbara A. Mellers. (2005) "Emotions and Cooperation in Economic Games." *Brain Res Cogn Brain Res* **23** (1): 24-33.

Hassell, Hans J. G., and Jaime E. Settle. (2017) "The Differential Effects of Stress on Voter Turnout." *Political Psychology* **38** (3): 533-550.

Hauk, Esther, and Rosemarie Nagel. (2001) "Choice of Partners in Multiple Two-Person Prisoner's Dilemma Games." *Journal of Conflict Resolution* **45** (6): 770-793.

Healy, Andrew, Katrina Kosec, and Cecilia Hyunjung Mo. (2017) "Economic Development, Mobility, and Political Discontent: An Experimental Test of Tocqueville's Thesis in Pakistan." *American Political Science Review* **111** (3): 605-621.

Healy, Andrew, and Neil Malhotra. (2010) "Random Events, Economic Losses, and Retrospective Voting: Implications for Democratic Competence: Research Note." *Quarterly Journal of Political Science* **5** (2): 193-208.

Heberlein, A. S., R. Adolphs, J. W. Pennebaker, and D. Tranel. (2003) "Effects of Damage to Right-Hemisphere Brain Structures on Spontaneous Emotional and Social Judgments." *Political Psychology* **24** (4): 705-726.

Hennig-Schmidt, H., Z. Y. Li, and C. L. Yang. (2008) "Why People Reject Advantageous Offers - Non-Monotonic Strategies in Ultimatum Bargaining Evaluating a Video Experiment Run in Pr China." *Journal of Economic Behavior & Organization* **65**): 373-384.

Henrich, J. (2000) "Does Culture Matter in Economic Behavior? Ultimatum Game Bargaining among the Machiguenga of the Peruvian Amazon." *American Economic Review* **90** (4): 973-979.

Henrich, Joseph, Robert Boyd, Samuel Bowles, Colin Camerer, Ernest Fehr, Herbert and Gintis, and Richard McElreath. (2001) "Cooperation, Reciprocity and Punishment in Fifteen Small-Scale Societies." *American Economic Review* **91** (2): 73-78.

Henrich, Joseph, Richard McElreath, Abigail Barr, Jean Ensminger, Clark Barrett, Alexander Bolyanatz, Juan Cardenas, Michael Gurven, Edwins Gwako, Natalie Henrich, Carolyn Lesorogol, Frank Marlowe, David Tracer, and John Ziker. (2006) "Costly Punishment across Human Societies." *Science* **312** (5781): 1767.

Herbst, Daniel, and Alexandre Mas. (2015) "Peer Effects on Worker Output in the Laboratory Generalize to the Field." *Science* **350** (6260): 545.

Hermes, Henning, Florian Hett, Mario Mechtel, Felix Schmidt, Daniel Schunk, and Valentin Wagner. (2020) "Do Children Cooperate Conditionally? Adapting the Strategy Method for First-Graders." *Journal of Economic Behavior & Organization* **179**): 638-652.

Herzberg, R. Q., and R. K. Wilson. (1988) "Results on Sophisticated Voting in an Experimental Setting." *Journal of Politics* **50** (2): 471-486.

Herzberg, R. Q., and R.K. Wilson. "Costly Agendas and Spatial Voting Games: Theory and Experiments on Agenda Access Costs." In *Experimentation in Political Science*, edited by Thomas Palfrey. Ann Arbor, MI: University of Michigan Press, 1991.

Hess, R. O., C. A. Holt, and A. M. Smith. (2007) "Coordination of Strategic Responses to Security Threats: Laboratory Evidence." *Experimental Economics* **10** (3): 235-250.

Hizen, Yoichi, Keisuke Kawata, and Masaru Sasaki. (2013) "An Experimental Test of a Committee Search Model." *European Economic Review* **61**): 59-76.

Hock, Scott, Sarah Anderson, and Matthew Potoski. (2013) "Invitation Phone Calls Increase Attendance at Civic Meetings: Evidence from a Field Experiment." *Public Administration Review* **73** (2): 221-228.

Hoffman, E., K. A. McCabe, and V. L. Smith. (1996) "On Expectations and the Monetary Stakes in Ultimatum Games." *International Journal of Game Theory* **25** (3): 289-301.

Hoffman, E., K. McCabe, K. Shachat, and V. L. Smith. (1994) "Preference, Property Rights and Anonymity in Bargaining Games." *Games and Economic Behavior* **7** (3): 346-380.

Hoffmann, R., and J. Y. Tee. (2006) "Adolescent-Adult Interactions and Culture in the Ultimatum Game." *Journal of Economic Psychology* **27** (1): 98-116.

Holm, H., and P. Engseld. (2005) "Choosing Bargaining Partners - an Experimental Study on the Impact of Information About Income, Status and Gender." *Experimental Economics* **8** (3): 183-216.

Holm, H. J., and A. Danielson. (2005) "Tropic Trust Versus Nordic Trust: Experimental Evidence from Tanzania and Sweden." *Economic Journal* **115** (503): 505-532.

Holm, H., and P. Nystedt. (2005) "Intra-Generational Trust - a Semi-Experimental Study of Trust among Different Generations." *Journal of Economic Behavior & Organization* **58** (3): 403-419.

Holt, Charles A., and Jacob Goeree. (2001) "Ten Little Treasures of Game Theory, and Ten Intuitive Contradictions." *American Economic Review* **91** (5): 1402-1422.

Hong, K., and I. Bohnet. (2007) "Status and Distrust: The Relevance of Inequality and Betrayal Aversion." *Journal of Economic Psychology* **28** (2): 197-213.

Humphreys, Macartan, Raul Sanchez de la Sera, and Peter ven der Windt. (2013) "Fishing, Commitment, and Communication: A Proposal for Comprehensive Nonbinding Research Registration." *Political Analysis* **21** (1): 1-20.

Hyde, Susan D. (2015) "Experiments in International Relations: Lab, Survey and Field." *Annual Review of Political Science* **18**): 403-424.

Ichino, N., and M. Schundeln. (2012) "Deterring or Displacing Electoral Irregularities? Spillover Effects of Observers in a Randomized Field Experiment in Ghana." *Journal of Politics* **74** (1): 292-307.

Isaac, R. M., J. M. Walker, and S. H. Thomas. (1984) "Divergent Evidence on Free Riding: An Experimental Examination of Possible Explanations." *Public Choice* **43** (4): 113-149.

Iyengar, Shanto, and Sean J. Westwood. (2015) "Fear and Loathing across Party Lines: New Evidence on Group Polarization." *American Journal of Political Science* **59** (3): 690-707.

Jackson, M. S. (2011) "Priming the Sleeping Giant: The Dynamics of Latino Political Identity and Vote Choice." *Political Psychology* **32** (4): 691-716.

Janssen, Marco A. (2008) "Evolution of Cooperation in a One-Shot Prisoner's Dilemma Based on Recognition of Trustworthy and Untrustworthy Agents." *Journal of Economic Behavior and Organization* **65** (3): 458-471.

Jensen, K., J. Call, and M. Tomasello. (2007) "Chimpanzees Are Rational Maximizers in an Ultimatum Game." *Science* **318** (5847): 107-109.

Jensen, Nathan M., Michael G. Findley, and Daniel L. Nielson. (2020) "Electoral Institutions and Electoral Cycles in Investment Incentives: A Field Experiment on over 3,000 U.S. Municipalities*." *American Journal of Political Science* **64** (4): 807-822.

Johannesson, Magnus, and Bjorn Persson. (2000) "Non-Reciprocal Altruism in Dictator Games." *Economics Letters v69* **n2**): 137-142.

Johansson-Stenman, O., M. Mahmud, and P. Martinsson. (2005) "Does Stake Size Matter in Trust Games?" *Economics Letters* **88** (3): 365-369.

Kagel, J. H., C. Kim, and D. Moser. (1996) "Fairness in Ultimatum Games with Asymmetric Information and Asymmetric Payoffs." *Games and Economic Behavior* **13** (1): 100-110.

Kagel, John H. , and Alvin E. Roth, eds. *The Handbook of Experimental Economics, Volume 2*. Princeton, NJ: Princeton University Press, 2016.

Kahn, Arnold, Joe Hottes, and William L. Davis. (1971) "Cooperation and Optimal Responding in the Prisoner's Dilemma Game: Effects of Sex and Physical Attractiveness." *Journal of Personality & Social Psychology* **17** (3): 267-279.

Kalla, Joshua L., and David E. Broockman. (2016) "Campaign Contributions Facilitate Access to Congressional Officials: A Randomized Field Experiment." *American Journal of Political Science* **60** (3): 545-558.

———. (2017) "The Minimal Persuasive Effects of Campaign Contact in General Elections: Evidence from 49 Field Experiments." *American Political Science Review*): 1-19.

Kam, Cindy D., and Marc J. Trussler. (2017) "At the Nexus of Observational and Experimental Research: Theory, Specification, and Analysis of Experiments with Heterogeneous Treatment Effects." *Political Behavior* **39** (4): 789-815.

Kane, John V., and Jason Barabas. (2019) "No Harm in Checking: Using Factual Manipulation Checks to Assess Attentiveness in Experiments." *American Journal of Political Science* **63** (1): 234-249.

Kanthak, Kristin, and Jonathan Woon. (2015) "Women Don't Run? Election Aversion and Candidate Entry." *American Journal Of Political Science* **59** (3): 595-612.

Karpowitz, Christopher F., J. Quin Monson, and Jessica Robinson Preece. (2017) "How to Elect More Women: Gender and Candidate Success in a Field Experiment." *American Journal of Political Science* **61** (4): 927-943.

Key, Ellen M. (2016) "How Are We Doing? Data Access and Replication in Political Science." *PS: Political Science & Politics* **49** (2): 268-272.

King, Gary, Benjamin Schneer, and Ariel White. (2017) "How the News Media Activate Public Expression and Influence National Agendas." *Science* **358** (6364): 776.

King, R. R. (1994) "An Experimental Investigation of Super Majority Voting Rules - Implications for the Financial Accounting Standards Board." *Journal Of Economic Behavior & Organization* **25** (2): 197-217.

King-Casas, B., D. Tomlin, C. Anen, C. F. Camerer, S. R. Quartz, and P. R. Montague. (2005) "Getting to Know You: Reputation and Trust in a Two-Person Economic Exchange." *Science* **308** (5718): 78-83.

Kingsley, David C., and Daniel Muise. (2018) "More Talk, Less Need for Monitoring: Communication and Deterrence in a Public Good Game." *Journal of Experimental Political Science* **5** (2): 88-106.

Kirchsteiger, G. (1994) "The Role of Envy in Ultimatum Games." *Journal of Economic Behavior & Organization* **25** (3): 373-389.

Kirsch, P., C. Esslinger, Q. Chen, D. Mier, S. Lis, S. Siddhanti, H. Gruppe, V. S. Mattay, B. Gallhofer, and A. Meyer-Lindenberg. (2005) "Oxytocin Modulates Neural Circuitry for Social Cognition and Fear in Humans." *Journal of Neuroscience* **25** (49): 11489-11493.

Kitts, J. A. (2006) "Collective Action, Rival Incentives, and the Emergence of Antisocial Norms." *American Sociological Review* **71** (2): 235-259.

Kiyonari, T., T. Yamagishi, K. S. Cook, and C. Cheshire. (2006) "Does Trust Beget Trustworthiness? Trust and Trustworthiness in Two Games and Two Cultures: A Research Note." *Social Psychology Quarterly* **69** (3): 270-283.

Klar, Samara. (2018) "When Common Identities Decrease Trust: An Experimental Study of Partisan Women." *American Journal of Political Science* **62** (3): 610-622.

Klar, Samara, Thomas Leeper, and Joshua Robison. (2020) "Studying Identities with Experiments: Weighing the Risk of Posttreatment Bias against Priming Effects." *Journal of Experimental Political Science* **7** (1): 56-60.

Klofstad, Casey A. (2017) "Looks and Sounds Like a Winner: Perceptions of Competence in Candidates' Faces and Voices Influences Vote Choice." *Journal of Experimental Political Science* **4** (3): 229-240.

Koenigs, Michael, and Daniel Tranel. (2007) "Irrational Economic Decision-Making after Ventromedial Prefrontal Damage: Evidence from the Ultimatum Game." *The Journal of neuroscience : the official journal of the Society for Neuroscience* **27** (4): 951-956.

Kollock, Peter. (1998) "Social Dilemmas: The Anatomy of Cooperation." *Annual Review of Sociology* **24**): 183-214.

Kopsida, Eleni, Jonathan Berrebi, Predrag Petrovic, and Martin Ingvar. (2016) "Testosterone Administration Related Differences in Brain Activation During the Ultimatum Game." *Frontiers in neuroscience* **10**.

Kosfeld, Michael, Markus Heinrichs, Paul Zak, Urs Fischbacher, and Ernst Fehr. (2005) "Oxytocin Increases Trust in Humans." *Nature.* **435** (7042): 673-676.

Kramer, R. M. , and M. B. Brewer. (1984) "Effects of Group Identity on Resource Use in a Simulated Commons Dilemma." *Journal of Personality and Social Psychology* **46** (5): 1044-1057.

Krawczyk, Daniel C. (2002) "Contributions of the Prefrontal Cortex to the Neural Basis of Human Decision Making." *Neuroscience and biobehavioral reviews.* **26** (6): 631-664.

Krehbiel, K. (1986) "Sophisticated and Myopic Behavior in Legislative Committees: An Experimental Study." *American Journal of Political Science* **30** (3): 542-561.

Krueger, Frank, Kevin McCabe, Jorge Moll, Nikolaus Kriegeskorte, Roland Zahn, Maren Strenziok, Armin Heinecke, and Jordan Grafman. (2007) "Neural Correlates of Trust." *Proceedings of the National Academy of Sciences* **104** (50): 20084-20089.

Krumhuber, E., A. S. R. Manstead, D. Cosker, D. Marshall, P. L. Rosin, and A. Kappas. (2007) "Facial Dynamics as Indicators of Trustworthiness and Cooperative Behavior." *Emotion* **7** (4): 730-735.

Kuang, X., R. A. Weber, and J. Dana. (2007) "How Effective Is Advice from Interested Parties? An Experimental Test Using a Pure Coordination Game." *Journal of Economic Behavior & Organization* **62** (4): 591-604.

Kugler, T., G. Bornstein, M. G. Kocher, and M. Sutter. (2007) "Trust between Individuals and Groups: Groups Are Less Trusting Than Individuals but Just as Trustworthy." *Journal of Economic Psychology* **28** (6): 646-657.

Kümmerli, Rolf, Maxwell N. Burton-Chellew, Adin Ross-Gillespie, and Stuart A. West. (2010) "Resistance to Extreme Strategies, Rather Than Prosocial Preferences, Can Explain Human Cooperation in Public Goods Games." *Proceedings of the National Academy of Sciences* **107** (22): 10125-10130.

Kuwabara, K. (2005) "Nothing to Fear but Fear Itself: Fear of Fear, Fear of Greed and Gender Effects in Two-Person Asymmetric Social Dilemmas." *Social Forces* **84** (2): 1257-1272.

LaCour, Michael J., and Donald P. Green. (2014) "When Contact Changes Minds: An Experiment on Transmission of Support for Gay Equality." *Science* **346** (6215): 1366.

Laing, J. D. S. Nakabayashi, and B. Slotznick. (1983) "Winners, Blockers, and the Status Quo: Simple Collective Decision Games and the Core." *Public Choice* **40** (3): 263-279.

Laitin, David D, and Rob Reich. (2017) "Trust, Transparency, and Replication in Political Science." *PS: Political Science & Politics* **50** (1): 172-175.

Lau, Richard R., David J. Andersen, Tessa M. Ditonto, Mona S. Kleinberg, and David P. Redlawsk. (2017) "Effect of Media Environment Diversity and Advertising Tone on Information Search, Selective Exposure, and Affective Polarization." *Political Behavior* **39** (1): 231-255.

Lauderdale, B. E. (2013) "Does Inattention to Political Debate Explain the Polarization Gap between the Us Congress and Public?" *Public Opinion Quarterly* **77**): 2-23.

Ledyard, John O. "Public Goods: A Survey of Experimental Research." In *Handbook of Experimental Economics*, edited by John Kagel and Alvin E. Roth, 111-194. Princeton, NJ: Princeton University Press, 1995.

Lee, D. (2008) "Game Theory and Neural Basis of Social Decision Making." *Nature Neuroscience* **11** (4): 404-409.

Lee, David S. (2008) "Randomized Experiments from Non-Random Selection in U.S. House Elections." *Journal of Econometrics* **142** (2): 675-697.

Lesorogol, C. K. (2007) "Bringing Norms in - the Role of Context in Experimental Dictator Games." *Current Anthropology* **48**): 920-926.

Levine, David K., and Thomas R. Palfrey. (2007) "The Paradox of Voter Participation? A Laboratory Study." *American Political Science Review* **101** (1): 143-158.

Levitt, Steven D., and John A. List. (2007) "What Do Laboratory Experiments Measuring Social Preferences Reveal About the Real World?" *Journal of Economic Perspectives* **21** (2): 153-174.

Lichbach, Mark I. *The Rebel's Dilemma*. Ann Arbor: University of Michigan Press, 1995.

Liebrand, W. B. G., and G. J. van Run. (1985) "The Effects of Social Motives on Behavior in Social Dilemmas in Two Cultures." *Journal of Experimental Social Psychology* **21**): 86-102.

Linos, Katerina, and Kimberly Twist. (2018) "Diverse Pre-Treatment Effects in Survey Experiments." *Journal of Experimental Political Science* **5** (2): 148-158.

List, John A, Sally Sadoff, and Mathis Wagner. (2011) "So You Want to Run an Experiment, Now What? Some Simple Rules of Thumb for Optimal Experimental Design." *Experimental Economics* **14** (4): 439.

List, John A. (2006) "Friend or Foe? A Natural Experiment of the Prisoner's Dilemma." *Review of Economics and Statistics* **88** (3): 463-471.

List, John A., and Todd L. Cherry. (2008) "Examining the Role of Fairness in High Stakes Allocation Decisions." *Journal of Economic Behavior and Organization v65* **n1**): 1-8.

López-Moctezuma, Gabriel, Leonard Wantchekon, Daniel Rubenson, Thomas Fujiwara, and Cecilia Pe Lero. "Policy Deliberation and Voter Persuasion: Experimental Evidence from an Election in the Philippines." *American Journal of Political Science* **n/a** (n/a.

Lusk, J. L., and D. Hudson. (2004) "Effect of Monitor-Subject Cheap Talk on Ultimatum Game Offers." *Journal of Economic Behavior & Organization* **54** (3): 439-443.

Malesky, Edmund J., and Krislert Samphantharak. (2008) "Predictable Corruption and Firm Investment: Evidence from a Natural Experiment and Survey of Cambodian Entrepreneurs." *Quarterly Journal of Political Science* **3** (3): 227-267.

Malesky, Edmund, Paul Schuler, and Anh Tran. (2012) "The Adverse Effects of Sunshine: A Field Experiment on Legislative Transparency in an Authoritarian Assembly." *American Political Science Review* **106** (4): 762-786.

Marchese, Carla, and Marcello Montefiori. (2011) "Strategy Versus Sincerity in Mean Voting." *Journal of Economic Psychology* **32** (1): 93-102.

Martin, Lucy, and Pia J. Raffler. "Fault Lines: The Effects of Bureaucratic Power on Electoral Accountability." *American Journal of Political Science* **n/a** (n/a.

Matland, R. E., and G. M. Tezcur. (2011) "Women as Candidates: An Experimental Study in Turkey." *Politics & Gender* **7** (3): 365-390.

Matland, Richard E., and Gregg R. Murray. (2016) "I Only Have Eyes for You: Does Implicit Social Pressure Increase Voter Turnout?" *Political Psychology* **37** (4): 533-550.

Mattes, K. (2012) "What Happens When a Candidate Doesn't Bark? "Cursed" Voters and Their Impact on Campaign Discourse." *Journal of Politics* **74** (2): 369-382.

McAdams, Richard H., and Janice Nadler. (2005) "Testing the Focal Point Theory of Legal Compliance: The Effect of Third-Party Expression in an Experimental Hawk/Dove Game." *Journal of Empirical Legal Studies* **2** (1): 87-123.

McCabe, K. A., M. L. Rigdon, and V. L. Smith. (2003) "Positive Reciprocity and Intentions in Trust Games." *Journal of Economic Behavior & Organization* **52** (2): 267-275.

McCabe, Kevin, Daniel Houser, Lee Ryan, Vernon Smith, and Theodore Trouard. (2001) "A Functional Imaging Study of Cooperation in Two-Person Reciprocal Exchange." *Proceedings of the National Academy of Sciences* **98** (20): 11832.

McClure, Samuel M., David I. Laibson, George Loewenstein, and Jonathan D. Cohen. (2004) "Separate Neural Systems Value Immediate and Delayed Monetary Rewards." *Science* **306** (5695): 503-507.

McDermott, Rose. (2002) "Experimental Methods in Political Science." *Annual Review of Political Science* **5**): 31-61.

———. (2013) "The Ten Commandments of Experiments." *PS: Political Science and Politics* **46** (3): 605-610.

McDermott, Rose, and Peter K. Hatemi. (2020) "Ethics in Field Experimentation: A Call to Establish New Standards to Protect the Public from Unwanted Manipulation and Real Harms." *Proceedings of the National Academy of Sciences* **117** (48): 30014-30021.

McGillivray, F., and A. Smith. (2005) "The Impact of Leadership Turnover and Domestic Institutions on International Cooperation." *Journal of Conflict Resolution* **49** (5): 639-660.

McKelvey, R. D. and Peter C. Ordeshook. "A Decade of Experimental Research on Spatial Models of Elections and Committees." In *Advances in the Spatial Theory of Voting*, edited by James M. Enelow and Melvin J. Hinich. Cambridge: Cambridge University Press, 1990.

McKelvey, R. D., and P. C. Ordeshook. (1984) "An Experimental Study of the Effect of Procedural Rules on Committee Behavior." *Journal of Politics* **46** (1): 182-205.

———. (1981) "Experiments on the Core - Some Disconcerting Results for Majority-Rule Voting Games." *Journal Of Conflict Resolution* **25** (4): 709-724.

Merolla, J. L., G. Burnett, K. V. Pyle, S. Ahmadi, and P. J. Zak. (2013) "Oxytocin and the Biological Basis for Interpersonal and Political Trust." *Political Behavior* **35** (4): 753-776.

Messer, Kent D., Jordan F. Suter, and Jubo Yan. (2013) "Context Effects in a Negatively Framed Social Dilemma Experiment." *Environmental and Resource Economics* **55** (3): 387-405.

Messick, D. M. , and M. B. Brewer. (1983) "Solving Docial Dilemmas: A Review." *Review of Personality and Social Psychology* **4** (1): 11-44.

Messick, D. M., D. A. Moore, and M. H. Bazerman. (1997) "Ultimatum Bargaining with a Group: Underestimating the Importance of the Decision Rule." *Organizational Behavior and Human Decision Processes* **69** (2): 87-101.

Milinski, Manfred. (1987) "Tit-for-Tat in Sticklebacks and the Evolution of Cooperation." *Nature* **325** (6103): 433-435.

Mitzkewitz, M., and R. Nagel. (1993) "Experimental Results on Ultimatum Games with Incomplete Information." *International Journal of Game Theory* **22** (2): 171-198.

Monogan, James E. (2015) "Research Preregistration in Political Science: The Case, Counterarguments, and a Response to Critiques." *PS: Political Science & Politics* **48** (3): 425-429.

Montgomery, Jacob M., Brendan Nyhan, and Michelle Torres. (2018) "How Conditioning on Post-Treatment Variables Can Ruin Your Experiment and What to Do About It." *American Journal of Political Science* **62** (3): 760-775.

Morton, Rebecca B., and Kenneth C. Williams. *Experimental Political Science and the Study of Causality: From Nature to the Lab*. Cambridge: Cambridge University Press, 2010.

Mulligan, K., and P. Habel. (2011) "An Experimental Test of the Effects of Fictional Framing on Attitudes." *Social Science Quarterly* **92** (1): 79-99.

Mullinix, Kevin J, Thomas J Leeper, James N Druckman, and Jeremy Freese. (2015) "The Generalizability of Survey Experiments." *Journal of Experimental Political Science* **2** (2): 109-138.

Munger, Kevin. (2017) "Tweetment Effects on the Tweeted: Experimentally Reducing Racist Harassment." *Political Behavior* **39** (3): 629-649.

Munier, B., and C. Zaharia. (2002) "High Stakes and Acceptance Behavior in Ultimatum Bargaining: A Contribution from an International Experiment." *Theory and Decision* **53** (3): 187-207.

Murnighan, J Keith, and Long Wang. (2016) "The Social World as an Experimental Game." *Organizational Behavior and Human Decision Processes* **136**): 80-94.

Murnighan, J. K., J. M. Oesch, and M. Pillutla. (2001) "Player Types and Self-Impression Management in Dictatorship Games: Two Experiments." *Games and Economic Behavior* **37** (2): 388-414.

Mutz, Diana C. *Population-Based Survey Experiments*. Princeton: Princeton University Press, 2011.

Mutz, Diana C., and Robin Pemantle. (2017) "The Perils of Balance Testing in Experimental Design: Messay Analysis of Clean Data." *The American Statistician* **Forthcoming**.

———. (2016) "Standards for Experimental Research: Encouraging a Better Understanding of Experimental Methods." *Journal of Experimental Political Science* **2** (2): 192-215.

Myagkov, Mikhail, and John Orbell. (2006) "Mindreading and Manipulation in an Ecology of Prisoner's Dilemma Games: Laboratory Experiments." *Journal of Bioeconomics* **8** (1): 67-83.

Neugebauer, Tibor, Anders Poulsen, and Arthur Schram. (2008) "Fairness and Reciprocity in the Hawk-Dove Game." *Journal of Economic Behavior & Organization* **66** (2): 243-250.

Nickerson, D. W., and T. Rogers. (2010) "Do You Have a Voting Plan? Implementation Intentions, Voter Turnout, and Organic Plan Making." *Psychological Science* **21** (2): 194-199.

Nosek, B. A., G. Alter, G. C. Banks, D. Borsboom, S. D. Bowman, S. J. Breckler, S. Buck, C. D. Chambers, G. Chin, G. Christensen, M. Contestabile, A. Dafoe, E. Eich, J. Freese, R. Glennerster, D. Goroff, D. P. Green, B. Hesse, M. Humphreys, J. Ishiyama, D. Karlan, A. Kraut, A. Lupia, P. Mabry, T. A. Madon, N. Malhotra, E. Mayo-Wilson, M. McNutt, E. Miguel, E. Levy Paluck, U. Simonsohn, C. Soderberg, B. A. Spellman, J. Turitto, G. VandenBos, S. Vazire, E. J. Wagenmakers, R. Wilson, and T. Yarkoni. (2015) "Promoting an Open Research Culture." *Science* **348**): 1422-1425.

Nownes, A. J. (2012) "An Experimental Investigation of the Effects of Celebrity Support for Political Parties in the United States." *American Politics Research* **40** (3): 476-500.

Nyhan, Brendan, and Jason Reifler. (2015) "The Effect of Fact-Checking on Elites: A Field Experiment on U.S. State Legislators." *American Journal of Political Science* **59** (3): 628-640.

Ohmura, Y., and T. Yamagishi. (2005) "Why Do People Reject Unintended Inequity? Responders' Rejection in a Truncated Ultimatum Game." *Psychological Reports* **96** (2): 533-541.

Olken, B. A. (2010) "Direct Democracy and Local Public Goods: Evidence from a Field Experiment in Indonesia." *American Political Science Review* **104** (2): 243-267.

Oosterbeek, H., R. Sloof, and G. Van de Kuilen. (2004) "Cultural Differences in Ultimatum Game Experiments: Evidence from a Meta-Analysis." *Experimental Economics* **7** (2): 171-188.

Ordeshook, P. C., and T. R. Palfrey. (1988) "Agendas, Strategic Voting, and Signaling with Incomplete Information." *American Journal of Political Science* **32** (2): 441-466.

Ordeshook, P. C., and T. Schwartz. (1987) "Agendas and the Control of Political Outcomes." *American Political Science Review* **81** (1): 179-199.

Ostrom, Elinor. (1998) "A Behavioral Approach to the Rational Choice Theory of Collective Action." *American Political Science Review* **92** (1): 1-22.

———. (2000) "Collective Action and the Evolution of Social Norms." *Journal of Economic Perspectives* **14** (3): 137-158.

Ostrom, Elinor, Roy Gardner, and James Walker. *Rules, Games and Common-Pool Resources.* Ann Arbor: University of Michigan Press, 1994.

Ostrom, Elinor, James Walker, and Roy Gardner. (1992) "Covenants with and without a Sword: Self-Governance Is Possible." *American Political Science Review* **86** (2): 404-417.

Oxoby, R. J., and K. N. McLeish. (2004) "Sequential Decision and Strategy Vector Methods in Ultimatum Bargaining: Evidence on the Strength of Other-Regarding Behavior." *Economics Letters* **84** (3): 399-405.

Oxoby, Robert J., and John Spraggon. (2008) "Mine and Yours: Property Rights in Dictator Games." *Journal of Economic Behavior and Organization v65* **n3-4**): 703-713.

Page, T., L. Putterman, and B. Unel. (2005) "Voluntary Association in Public Goods Experiments: Reciprocity, Mimicry and Efficiency." *Economic Journal* **115** (506): 1032-1053.

Palfrey, Thomas R. "Experiments in Political Economy." In *Handbook of Experimental Economics, Volume 2*, edited by John Kagel and Alvin E. Roth, 347-435. Princeton, NJ: Princeton University Press, 2016.

Panagopoulos, C. (2013) "Extrinsic Rewards, Intrinsic Motivation and Voting." *Journal of Politics* **75** (1): 266-280.

———. (2013) "Positive Social Pressure and Prosocial Motivation: Evidence from a Large-Scale Field Experiment on Voter Mobilization." *Political Psychology* **34** (2): 265-275.

———. (2011) "Social Pressure, Surveillance and Community Size: Evidence from Field Experiments on Voter Turnout." *Electoral Studies* **30** (2): 353-357.

———. (2011) "Timing Is Everything? Primacy and Recency Effects in Voter Mobilization Campaigns." *Political Behavior* **33** (1): 79-93.

Panagopoulos, Costas. (2014) "I've Got My Eyes on You: Implicit Social-Pressure Cues and Prosocial Behavior." *Political Psychology* **35** (1): 23-33.

Pande, R. (2011) "Can Informed Voters Enforce Better Governance? Experiments in Low-Income Democracies." *Annual Review of Economics, Vol 3* **3**): 215-237.

Parkin, M. (2010) "Taking Late Night Comedy Seriously How Candidate Appearances on Late Night Television Can Engage Viewers." *Political Research Quarterly* **63** (1): 3-15.

Parry, J. A., D. A. Smith, and S. Henry. (2012) "The Impact of Petition Signing on Voter Turnout." *Political Behavior* **34** (1): 117-136.

Pedersen, Rasmus T. (2017) "Ratio Bias and Policy Preferences: How Equivalency Framing of Numbers Can Affect Attitudes." *Political Psychology* **38** (6): 1103-1120.

Pérez, Efrén O., and Margit Tavits. (2019) "Language Heightens the Political Salience of Ethnic Divisions." *Journal of Experimental Political Science* **6** (2): 131-140.

Phan, K. L., M. Angstadt, D. A. Fitzgerald, R. McCarron, P. Nathan, J. T. Cacioppo, K. A. McCabe, and E. F. Coccaro. (2007) "Limbic Reactivity to Partner Reputation and Rejection in Social Phobia: Fmrl of the Trust Game." *Biological Psychiatry* **61** (8): 183S-183S.

Phillips, Joan M., Joel E. Urbany, and Thomas J. Reynolds. (2008) "Confirmation and the Effects of Valenced Political Advertising: A Field Experiment." *Journal of Consumer Research* **34** (6): 794-806.

Piazza, J., and J. M. Bering. (2008) "Concerns About Reputation Via Gossip Promote Generous Allocations in an Economic Game." *Evolution and Human Behavior* **29** (3): 172-178.

Plott, Charles R., and Michael E. Levine. (1978) "A Model of Agenda Influence on Committee Decisions." *American Economic Review* **68** (1): 146-160.

Polezzi, David, Irene Daum, Enrico Rubaltelli, Lorella Lotto, Claudia Civai, Giuseppe Sartori, and Rino Rumiati. (2008) "Mentalizing in Economic Decision-Making." *Behav Brain Res* **190** (2): 218-223.

Poulsen, A. U. (2007) "Information and Endogenous First Mover Advantages in the Ultimatum Game: An Evolutionary Approach." *Journal of Economic Behavior & Organization* **64** (1): 129-143.

Poulsen, A. U., and J. H. W. Tan. (2007) "Information Acquisition in the Ultimatum Game: An Experimental Study." *Experimental Economics* **10** (4): 391-409.

Prediger, S., B. Vollan, and M. Frolich. (2011) "The Impact of Culture and Ecology on Cooperation in a Common-Pool Resource Experiment." *Ecological Economics* **70** (9): 1599-1608.

Puurtinen, Mikael, Stephen Heap, and Tapio Mappes. (2015) "The Joint Emergence of Group Competition and within-Group Cooperation." *Evolution and Human Behavior* **36** (3): 211-217.

Rainer, Helmut, and Thomas Siedler. (2009) "Does Democracy Foster Trust?" *Journal of Comparative Economics* **37** (2): 251-269.

Rankin, F. W. (2003) "Communication in Ultimatum Games." *Economics Letters* **81** (2): 267-271.

Rankin, Frederick W. (2006) "Requests and Social Distance in Dictator Games." *Journal of Economic Behavior and Organization v60* **n1**): 27-36.

Rapoport, A., and J. A. Sundali. (1996) "Ultimatums in Two-Person Bargaining with One-Sided Uncertainty: Offer Games." *International Journal of Game Theory* **25** (4): 475-494.

Rapoport, Anatol. (1988) "Experiments with N-Person Social Traps I: Prisoner's Dilemma, Weak Prisoner's Dilemma, Volunteer's Dilemma, and Largest Number." *Journal of Conflict Resolution* **32** (3): 457-472.

Rapoport, Anatol, and Albert M. Chammah. *Prisoner's Dilemma; a Study in Conflict and Cooperation.* Ann Arbor: University of Michigan Press, 1965.

Reimers, Luise, Christian Büchel, and Esther K Diekhof. (2017) "Neural Substrates of Male Parochial Altruism Are Modulated by Testosterone and Behavioral Strategy." *NeuroImage* **156**): 265-276.

Reuben, E., and S. Suetens. "Conditional Cooperation: Disentangling Strategic from Non-Strategic Motivations." In *Tilburg University, Center for Economic Research, Discussion Paper*, 2008.

Reuben, E., and F. van Winden. (2008) "Social Ties and Coordination on Negative Reciprocity: The Role of Affect." *Journal of Public Economics* **92** (1-2): 34-53.

Richell, R. A., D. G. V. Mitchell, K. S. Peschardt, J. S. Winston, A. Leonard, R. J. Dolan, and R. J. R. Blair. (2005) "Trust and Distrust: The Perception of Trustworthiness of Faces in Psychopathic and Non-Psychopathic Offenders." *Personality and Individual Differences* **38** (8): 1735-1744.

Rigdon, M. L., K. A. McCabe, and V. L. Smith. (2007) "Sustaining Cooperation in Trust Games." *Economic Journal* **117** (522): 991-1007.

Rilling, J. K., A. G. Sanfey, J. A. Aronson, L. E. Nystrom, and J. D. Cohen. (2004) "The Neural Correlates of Theory of Mind within Interpersonal Interactions." *Neuroimage* **22** (4): 1694-1703.

Robert, C., and P. J. Carnevale. (1997) "Group Choice in Ultimatum Bargaining." *Organizational Behavior and Human Decision Processes* **72** (2): 256-279.

Rothstein, Bo. (2000) "Trust, Social Dilemmas and Collective Memories." *Journal of Theoretical Politics* **12** (4): 477-501.

Ruffle, Bradley J. (1998) "More Is Better, but Fair Is Fair: Tipping in Dictator and Ultimatum Games." *Games and Economic Behavior v23* **n2**): 247-265.

Rutchick, A. M. (2010) "Deus Ex Machina: The Influence of Polling Place on Voting Behavior." *Political Psychology* **31** (2): 209-225.

Sally, D., and E. Hill. (2006) "The Development of Interpersonal Strategy: Autism, Theory-of-Mind, Cooperation and Fairness." *Journal of Economic Psychology* **27** (1): 73-97.

Sally, David. (2005) "Can I Say "Bobobo" and Mean "There's No Such Thing as Cheap Talk"?" *Journal of Economic Behavior & Organization* **57** (3): 245-266.

———. (1995) "Conversation and Cooperation in Social Dilemmas: A Meta-Analysis of Experiments from 1958 to 1992." *Rationality and Society* **7** (1): 58-92.

Samii, Cyrus. (2013) "Perils or Promise of Ethnic Integration? Evidence from a Hard Case in Burundi." *American Political Science Review* **107** (3): 558-573.

Sanfey, A. G. (2007) "Social Decision-Making: Insights from Game Theory and Neuroscience." *Science* **318** (5850): 598-602.

Sanfey, A. G., J. K. Rilling, J. A. Aronson, L. E. Nystrom, and J. D. Cohen. (2003) "The Neural Basis of Economic Decision-Making in the Ultimatum Game." *Science* **300** (5626): 1755-1758.

Sautter, John A., Levente Littvay, and Brennen Bearnes. (2007) "A Dual-Edged Sword: Empathy and Collective Action in the Prisoner's Dilemma." *Annals of the American Academy of Political and Social Science* **614**): 154-171.

Scharlemann, J. P. W., C. C. Eckel, A. Kacelnik, and R. K. Wilson. (2001) "The Value of a Smile: Game Theory with a Human Face." *Journal of Economic Psychology* **22** (5): 617-640.

Schechter, L. (2007) "Traditional Trust Measurement and the Risk Confound: An Experiment in Rural Paraguay." *Journal of Economic Behavior & Organization* **62** (2): 272-292.

Scheres, Anouk, and Alan G. Sanfey. (2006) "Individual Differences in Decision Making: Drive and Reward Responsiveness Affect Strategic Bargaining in Economic Games." *Behav Brain Funct* **2**): 35.

Schmitt, P. M. (2004) "On Perceptions of Fairness: The Role of Valuations, Outside Options, and Information in Ultimatum Bargaining Games." *Experimental Economics* **7** (1): 49-73.

Schotter, A., and B. Sopher. (2007) "Advice and Behavior in Intergenerational Ultimatum Games: An Experimental Approach." *Games and Economic Behavior* **58** (2): 365-393.

———. (2006) "Trust and Trustworthiness in Games: An Experimental Study of Intergenerational Advice." *Experimental Economics* **9** (2): 123-145.

Schotter, A., A. Weiss, and I. Zapater. (1996) "Fairness and Survival in Ultimatum and Dictatorship Games." *Journal of Economic Behavior & Organization* **31** (1): 37-56.

Schotter, Andrew. (2006) "Strong and Wrong: The Use of Rational Choice Theory in Experimental Economics." *Journal of Theoretical Politics* **18** (4): 498-511.

Sefton, M., R. Shupp, and J. M. Walker. (2007) "The Effect of Rewards and Sanctions in Provision of Public Goods." *Economic Inquiry* **45** (4): 671-690.

Seinen, I., and A. Schram. (2006) "Social Status and Group Norms: Indirect Reciprocity in a Repeated Helping Experiment." *European Economic Review* **50** (3): 581-602.

Sekhon, Jasjeet, and Rocío Titiunik. (2012) "When Natural Experiments Are Neither Natural nor Experiments." *American Political Science Review* **106** (1): 35-57.

Sell, Jane. , W.I. Griffith, and R.K. Wilson. (1993) "Are Women More Cooperative Than Men in Social Dilemmas? Evidence from Two Experiments." *Social Psychology Quarterly* **56** (September): 211-222.

Selten, R., and M. Warglien. (2007) "The Emergence of Simple Languages in an Experimental Coordination Game." *Proceedings of the National Academy of Sciences of the United States of America* **104** (18): 7361-7366.

Settle, Jaime E., Christopher T. Dawes, Peter John Loewen, and Costas Panagopoulos. (2017) "Negative Affectivity, Political Contention, and Turnout: A Genopolitics Field Experiment." *Political Psychology* **38** (6): 1065-1082.

Shadish, William R.., Thomas D Cook, and Donald Thomas Campbell. *Experimental and Quasi-Experimental Designs for Generalized Causal Inference*: Wadsworth Cengage learning, 2002.

Shaffer, Juliet Popper. (1995) "Multiple Hypothesis Testing." *Annual review of psychology* **46** (1): 561-584.

Shami, Mahvish. (2012) "Collective Action, Clientelism, and Connectivity." *American Political Science Review* **106** (3): 588-606.

Shariff, Azim F., and Ara Norenzayan. (2007) "God Is Watching You: Priming God Concepts Increases Prosocial Behavior in an Anonymous Economic Game." *Psychological Science* **18** (9): 803-809.

Sheffer, Lior, Peter John Loewen, Stuart Soroka, Stefaan Walgrave, and Tamir Sheafer. (2017) "Nonrepresentative Representatives: An Experimental Study of the Decision Making of Elected Politicians." *American Political Science Review*): 1-20.

Shinada, M., and T. Yamagishia. (2007) "Punishing Free Riders: Direct and Indirect Promotion of Cooperation." *Evolution and Human Behavior* **28** (5): 330-339.

Silk, Joan B. (2007) "Chimps Don't Just Get Mad, They Get Even." *Proceedings of the National Academy of Sciences* **104** (34): 13537-13538.

Simonovits, Gabor. (2015) "An Experimental Approach to Economic Voting." *Political Behavior* **37** (4): 977-994.

Simpson, B. (2006) "Social Identity and Cooperation in Social Dilemmas." *Rationality and Society* **18** (4): 443-470.

Simpson, B., T. McGrimmon, and K. Irwin. (2007) "Are Blacks Really Less Trusting Than Whites? Revisiting the Race and Trust Question." *Social Forces* **86** (2): 525-552.

Simpson, Brent. (2003) "Sex, Fear, and Greed: A Social Dilemma Analysis of Gender and Cooperation." *Social Forces* **82** (1): 35-52.

Singer, T., S. J. Kiebel, J. S. Winston, R. J. Dolan, and C. D. Frith. (2004) "Brain Responses to the Acquired Moral Status of Faces." *Neuron* **41** (4): 653-662.

Slonim, R., and A. E. Roth. (1998) "Learning in High Stakes Ultimatum Games: An Experiment in the Slovak Republic." *Econometrica* **66** (3): 569-596.

Small, D. A., and G. Loewenstein. (2003) "Helping a Victim or Helping the Victim: Altruism and Identifiability." *Journal of Risk and Uncertainty* **26** (1): 5-16.

Small, Deborah A., and George Loewenstein. (2005) "The Devil You Know: The Effects of Identifiability on Punishment." *Journal of Behavioral Decision Making* **18** (5): 311-318.

Smirnov, Oleg. (2009) "Endogenous Choice of Amendment Agendas: Types of Voters and Experimental Evidence." *Public Choice* **141** (3-4): 277-290.

Smith, Vernon L. (1982) "Microeconomic Systems as an Experimental Science." *American Economic Review* **72** (5): 923-955.

———. (2010) "Theory and Experiment: What Are the Questions?" *Journal of Economic Behavior and Organization* **73** (1): 3-15.

Snijders, Chris, and Gideon Keren. "Determinants of Trust." In *Games and Behavior: Essays in Honor of Amnon Rapoport*, edited by David V. Budescu, Ido Erev and Rami Zwick, 355-383. Mahwah, NJ: Lawrence Erlbaum Associates, Inc., 1999.

Solnick, S. J. (2001) "Gender Differences in the Ultimatum Game." *Economic Inquiry* **39** (2): 189-200.

Solnick, S. J., and M. E. Schweitzer. (1999) "The Influence of Physical Attractiveness and Gender on Ultimatum Game Decisions." *Organizational Behavior and Human Decision Processes* **79** (3): 199-215.

Song, F. (2008) "Trust and Reciprocity Behavior and Behavioral Forecasts: Individuals Versus Group-Representatives." *Games and Economic Behavior* **62** (2): 675-696.

Song, Fei, C. Bram Cadsby, and Tristan Morris. (2004) "Other-Regarding Behavior and Behavioral Forecasts: Females Versus Males as Individuals and as Group Representatives." *International Journal of Conflict Management* **15** (4): 340-363.

Sonnemans, Joep, Frans van Dijk, and Frans van Winden. (2006) "On the Dynamics of Social Ties Structures in Groups." *Journal of Economic Psychology* **27** (2): 187-204.

Spiliopoulos, Leonidas, and Andreas Ortmann. (2017) "The Bcd of Response Time Analysis in Experimental Economics." *Experimental Economics*.

Stockard, Jean, Robert M. O'Brien, and Ellen Peters. (2007) "The Use of Mixed Models in a Modified Iowa Gambling Task and a Prisoner's Dilemma Game." *Judgment and Decision Making* **2** (1): 9-22.

Stoker, G. (2010) "Exploring the Promise of Experimentation in Political Science: Micro-Foundational Insights and Policy Relevance." *Political Studies* **58** (2): 300-319.

Stokes, Leah C. (2016) "Electoral Backlash against Climate Policy: A Natural Experiment on Retrospective Voting and Local Resistance to Public Policy." *American Journal of Political Science* **60** (4): 958-974.

Stoop, Jan. (2014) "From the Lab to the Field: Envelopes, Dictators and Manners." *Experimental Economics* **17** (2): 304-313.

Straub, P. G., and J. K. Murnighan. (1995) "An Experimental Investigation of Ultimatum Games - Information, Fairness, Expectations, and Lowest Acceptable Offers." *Journal of Economic Behavior & Organization* **27** (3): 345-364.

Suleiman, R. (1996) "Expectations and Fairness in a Modified Ultimatum Game." *Journal of Economic Psychology* **17** (5): 531-554.

Sulkin, T., and A. F. Simon. (2001) "Habermas in the Lab: A Study of Deliberation in an Experimental Setting." *Political Psychology* **22** (4): 809-826.

Sutter, M. (2007) "Outcomes Versus Intentions: On the Nature of Fair Behavior and Its Development with Age." *Journal of Economic Psychology* **28** (1): 69-78.

Sutter, M., and M. G. Kocher. (2007) "Trust and Trustworthiness across Different Age Groups." *Games and Economic Behavior* **59** (2): 364-382.

Sutter, M., M. Kocher, and S. Strauss. (2003) "Bargaining under Time Pressure in an Experimental Ultimatum Game." *Economics Letters* **81** (3): 341-347.

Svensson, I., and K. Brouneus. (2013) "Dialogue and Interethnic Trust: A Randomized Field Trial of "Sustained Dialogue' in Ethiopia." *Journal of Peace Research* **50** (5): 563-575.

Takahashi, T., K. Ikeda, and T. Hasegawa. (2007) "Social Evaluation-Induced Amylase Elevation and Economic Decision-Making in the Dictator Game in Humans." *Neuroendocrinology Letters* **28**): 662-665.

Takahashi, T., K. Ikeda, M. Ishikawa, N. Kitamura, T. Tsukasaki, D. Nakama, and T. Kameda. (2005) "Interpersonal Trust and Social Stress-Induced Cortisol Elevation." *Neuroreport* **16** (2): 197-199.

Takezawa, Masanori, Michaela Gummerum, and Monika Keller. (2006) "A Stage for the Rational Tail of the Emotional Dog: Roles of Moral Reasoning in Group Decision Making." *Journal of Economic Psychology v27* **n1**): 117-139.

Tan, Jonathan H. W., and Daniel John Zizzo. (2008) "Groups, Cooperation and Conflict in Games." *Journal of Socio-Economics* **37** (1): 1-17.

Tankersley, Dharol, C. Stowe, and Scott Huettel. (2007) "Altruism Is Associated with an Increased Neural Response to Agency." *Nat Neurosci* **10** (2): 150-151.

Thachil, Tariq. (2017) "Do Rural Migrants Divide Ethnically in the City? Evidence from an Ethnographic Experiment in India." *American Journal of Political Science* **61** (4): 908-926.

Tomlin, Damon, M. Kayali, Brooks King-Casas, Cedric Anen, Colin Camerer, Steven Quartz, and P. Montague. (2006) "Agent-Specific Responses in the Cingulate Cortex During Economic Exchanges." *Science* **312** (5776): 1047-1050.

Tompkinson, P., and J. Bethwaite. (1995) "The Ultimatum Game - Raising the Stakes." *Journal of Economic Behavior & Organization* **27** (3): 439-451.

Tomz, Michael, and Robert P. Van Houweling. (2008) "Candidate Positioning and Voter Choice." *American Political Science Review* **102** (3): 303-318.

Valdini, M. E. (2012) "A Deterrent to Diversity: The Conditional Effect of Electoral Rules on the Nomination of Women Candidates." *Electoral Studies* **31** (4): 740-749.

Van den Bergh, B., and S. Dewitte. (2006) "Digit Ratio (2d : 4d) Moderates the Impact of Sexual Cues on Men's Decisions in Ultimatum Games." *Proceedings of the Royal Society B-Biological Sciences* **273** (1597): 2091-2095.

Van den Bergh, B., S. Dewitte, and D. De Cremer. (2006) "Are Prosocials Unique in Their Egalitarianism? The Pursuit of Equality in Outcomes among Individualists." *Personality and Social Psychology Bulletin* **32** (9): 1219-1231.

Van Huyck, J., R.C. Battalio, and R. O. Beil. (1990) "Tacit Coordination Games, Strategic Uncertainty and Coordination Failure." *American Economic Review* **80** (2): 234-248.

Van Huyck, John B., Raymond C. Battalio, and Frederick W. Rankin. (2007) "Evidence on Learning in Coordination Games." *Experimental Economics* **10** (3): 205-220.

Van Vugt, Mark, David De Cremer, and Dirk P. Janssen. (2007) "Gender Differences in Cooperation and Competition: The Male-Warrior Hypothesis." *Psychological Science* **18** (1): 19-23.

van't Wout, M., R. S. Kahn, A. G. Sanfey, and A. Aleman. (2006) "Affective State and Decision-Making in the Ultimatum Game." *Experimental Brain Research* **169** (4): 564-568.

Veer, E., I. Becirovic, and B. A. S. Martin. (2010) "If Kate Voted Conservative, Would You? The Role of Celebrity Endorsements in Political Party Advertising." *European Journal of Marketing* **44** (3-4): 436-450.

Viceisza, Angelino CG. (2016) "Creating a Lab in the Field: Economics Experiments for Policymaking." *Journal of Economic Surveys* **30** (5): 835-854.

Vicente, Pedro C., and Leonard Wantchekon. (2009) "Clientelism and Vote Buying: Lessons from Field Experiments in African Elections." *Oxford Review of Economic Policy* **25** (2): 292-305.

Vissers, S., M. Hooghe, D. Stolle, and V. A. Maheo. (2012) "The Impact of Mobilization Media on Off-Line and Online Participation: Are Mobilization Effects Medium-Specific?" *Social Science Computer Review* **30** (2): 152-169.

Walgrave, Stefaan, Julie Sevenans, Kirsten Van Camp, and Peter Loewen. (2017) "What Draws Politicians' Attention? An Experimental Study of Issue Framing and Its Effect on Individual Political Elites." *Political Behavior*.

Walker, J. M., R. Gardner, A. Herr, and E. Ostrom. (2000) "Collective Choice in the Commons: Experimental Results on Proposed Allocation Rules and Votes." *Economic Journal* **110** (460): 212-234.

Walker, Lisa Slattery, and Shahar Gur. (2017) "Behavioral Versus Questionnaire Measures of Expectations." *Social Currents* **4** (2): 146-155.

Wallace, B., D. Cesarini, P. Lichtenstein, and M. Johannesson. (2007) "Heritability of Ultimatum Game Responder Behavior." *Proceedings of the National Academy of Sciences of the United States of America* **104** (40): 15631-15634.

Weaver, V. M. (2012) "The Electoral Consequences of Skin Color: The "Hidden" Side of Race in Politics." *Political Behavior* **34** (1): 159-192.

Weber, Matthias. (2017) "Choosing the Rules: Preferences over Voting Systems for Assemblies of Representatives." *Journal of Economic Behavior & Organization*.

Webster, Murray, and Jane Sell, eds. *Laboratory Experiments in the Social Sciences*. Second ed. San Diego, CA: Academic Press, 2014.

Weg, E., and V. Smith. (1993) "On the Failure to Induce Meager Offers in Ultimatum Games." *Journal of Economic Psychology* **14** (1): 17-32.

Whitt, Sam, and Rick K. Wilson. (2007) "The Dictator Game, Fairness and Ethnicity in Postwar Bosnia." *American Journal of Political Science* **51** (3): 655-668.

Willinger, M., C. Keser, C. Lohmann, and J. C. Usunier. (2003) "A Comparison of Trust and Reciprocity between France and Germany: Experimental Investigation Based on the Investment Game." *Journal of Economic Psychology* **24** (4): 447-466.

Willis, J., and A. Todorov. (2006) "First Impressions: Making up Your Mind after a 100-Ms Exposure to a Face." *Psychological Science* **17** (7): 592-598.

Wilson, R. K., and C. C. Eckel. (2006) "Judging a Book by Its Cover: Beauty and Expectations in the Trust Game." *Political Research Quarterly* **59** (2): 189-202.

Wilson, R. K., and R. Q. Herzberg. (1987) "Negative Decision Powers and Institutional Equilibrium: Experiments on Blocking Coalitions." *Western Political Quarterly* **40** (4): 593-609.

Wilson, R. K., and A. Pearson. (1987) "Evidence of Sophisticated Voting in a Committee Setting: Theory and Experiments." *Quality and Quantity* **21**): 255-273.

Wilson, Rick K. (2010) "The Contribution of Behavioral Economics to Political Science." *Annual Review of Political Science* **14**): 201-223.

———. (2014) "Elinor Ostrom's Challenge for Laboratory Experiments." *Journal of Natural Resources Policy Research* **6** (4): 279-283.

———. (1986) "Forward and Backward Agenda Procedures: Committee Experiments on Structurally Induced Equilibrium." *Journal of Politics* **48** (2): 390-409.

———. "Voting and Agenda Setting in Political Science and Economics." In *Laboratory Experiments in the Social Sciences*, edited by Murray Webster and Jane Sell. San Diego, CA: Academic Press, 2014.

Wilson, Rick K., and Carl M. Rhodes. (1997) "Leadership and Credibility in N-Person Coordination Games." *Journal Of Conflict Resolution* **41** (6): 767-791.

Wilson, Rick K., and Jane Sell. (1997) "'Liar, Liar ...' Cheap Talk and Reputation in Repeated Public Goods Settings." *Journal of Conflict Resolution* **41** (5): 695-717.

Wood, Michael J. (2016) "Some Dare Call It Conspiracy: Labeling Something a Conspiracy Theory Does Not Reduce Belief in It." *Political Psychology* **37** (5): 695-705.

Yamagishi, Toshio, and Nobuhiro Mifune. (2008) "Does Shared Group Membership Promote Altruism?: Fear, Greed, and Reputation." *Rationality and Society* **20** (1): 5-30.

Yuval, F. (2002) "Sophisticated Voting under the Sequential Voting by Veto." *Theory And Decision* **53** (4): 343-369.

Zaatari, D., and R. Trivers. (2007) "Fluctuating Asymmetry and Behavior in the Ultimatum Game in Jamaica." *Evolution and Human Behavior* **28** (4): 223-227.

Zak, P. J., R. Kurzban, and W. T. Matzner. (2005) "Oxytocin Is Associated with Human Trustworthiness." *Hormones and Behavior* **48** (5): 522-527.

Zelmer, Jennifer. (2003) "Linear Public Goods Experiments: A Meta-Analysis." *Experimental Economics* **6** (3): 299-310.

Zhong, Chen-Bo, Jeffrey Loewenstein, and J. Keith Murnighan. (2007) "Speaking the Same Language: The Cooperative Effects of Labeling in the Prisoner's Dilemma." *Journal of Conflict Resolution* **51** (3): 431-456.

Zizzo, Daniel John. (2010) "Experimenter Demand Effects in Economic Experiments." *Experimental Economics* **13** (1): 75-98.

Zollman, Kevin J. S. (2005) "Talking to Neighbors: The Evolution of Regional Meaning." *Philosophy of Science* **72** (1): 69-85.